

The

CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2979
VOL. CXXXVI

MARCH 13, 1937

Annual Subscription (with
Diary) 20/-. Single Copies 9d.

THE ANDREWS SPRING BONUS

Make "Bigger Sales and Bigger Profits" your aim in 1937. In other words (1) link up with the Andrews greatly enlarged Spring and Summer advertising campaign and (2) take full advantage of the Andrews Spring Bonus.

The 1937 Bonus ends on March 31st—if you have not yet received full particulars apply at once to the address below, or to your Wholesaler.

The eye-catching Showcard reproduced alongside has been specially devised to draw attention to the Andrews Hygienic Seal—the patented Andrews feature, which by making a good product even better, also helps to intensify goodwill. Send a p.c. for a supply of these attractive Showcards. The more prominently they are displayed the more good work they will do for you.

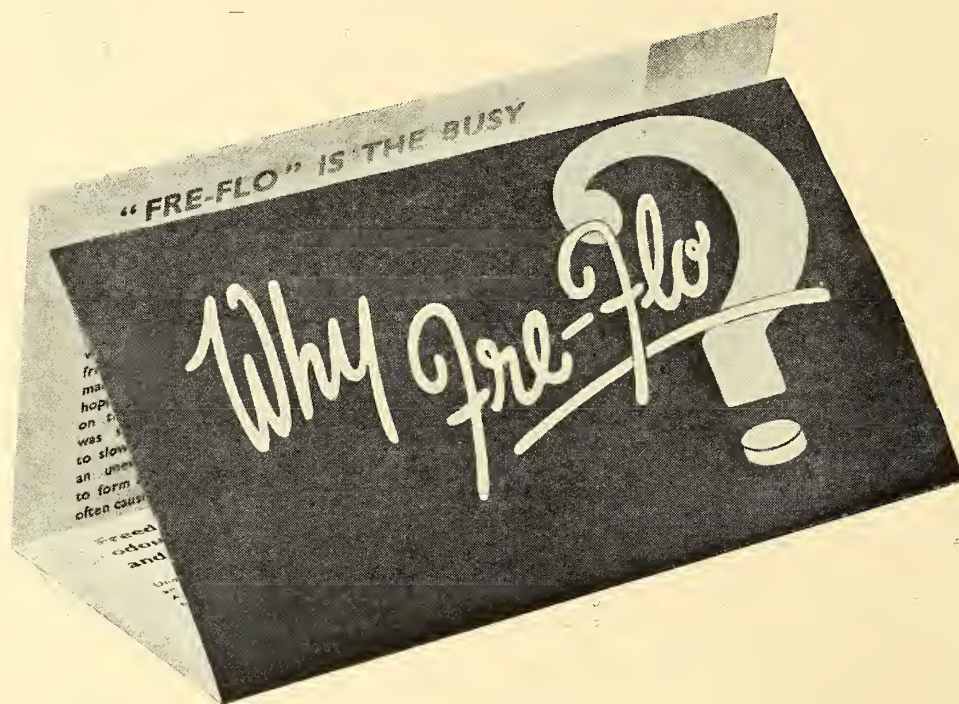
SCOTT & TURNER, LTD.

ANDREWS HOUSE, NEWCASTLE-ON-TYNE

ANDREWS LIVER SALT

*A new
Sales Aid* ★





MADE BY

W. J. BUSH & CO. LTD., LONDON

SOLD BY



H. W. GRAESSER-THOMAS LTD.



49 LEADENHALL STREET
LONDON, E.C.3

Telephone : Monument 3011 and 3111



Telegrams : "Unomee, Fen, London."

Anti-Thrax^{REGD.}

THE ONLY BRUSH WITH

£500 Insurance Against Anthrax.
Patent Styptic Pencil in Base.
Patent Simple Hanging Device.

Modern Non-Split Handles • Hairs will not come out in use • No goat or horse hair used. It is forbidden by the Insurance.

LONDON MADE

No.		Retail Each	Trade Doz.
2.	PURE BRISTLE - - -	2/6	20/-
3.	BADGER and BRISTLE -	3/6	28/-
4.	do. - - -	4/6	36/-
5.	do. - - -	5/6	44/-
6.	do. - - -	7/6	60/-
9.	PURE BADGER - - -	10/6	84/-
10.	do. - - -	12/6	100/-

Nos. 4 onwards all have the Styptic and hanging device.

STYPTIC
SCREWS INTO BASE



100% PROFIT OFFER



COSTS YOU £1
SELLS AT £2

Containing

Three No. 2 @ 2/6
Three No. 3 @ 3/6
Two No. 4 @ 4/6
One No. 5 @ 5/6
One No. 6 @ 7/6

USUAL TRADE PRICE
OF OFFER £1 - 6 - 8
NOW ONLY £1 - 0 - 0

EMPTY SHOWCASE
FREE

EDWARD HACK, Ltd.

73 High Holborn, London, W.C.1
Holborn 1000, 4000, 6000, 9000

**PLEASE ORDER FROM YOUR
WHOLESALE HOUSE**

two specialities for

Easter Egg containing
*Evening
in Paris*
PERFUME 1/6



*Easter
display*

These Easter Eggs are the most fascinating novelties of the season, one containing the most popular of all perfumes—"Evening in Paris," and the other the delightfully refreshing "Cologne." Are you ready to meet the demand for these advertised lines?

Egg containing **PERFUME**
Cat. No. 6316 Trade Price **12/-** Doz
Egg containing **COLOGNE**
Cat. No. 6269 Trade Price **15/-** Doz

Easter Egg containing
*Evening
in Paris*
COLOGNE 2/-



B O U R J O I S

BOURJOIS LTD., Head Offices, Factory & Laboratories: Queens Way, Croydon.

London Showrooms: Standbrook House, 2-5, Old Bond St., W.1

PARIS, 5, bis Rue des Haudriettes III^e Arr^t
ANTWERP, 5, Rue des Otages.
BOSTON, Mass. U.S.A. 46, Cornhill.
DUBLIN, Anne's Lane, South Anne Street



TELEPHONE: MANSION HOUSE 9931.
TELEGRAMS: CHRISTYFEN, PHONE, LONDON.
CABLES: CHRISTYFEN, LONDON.
CODES USED: A.B.C. 4th & 5th. - WESTERN UNION.

THOS. CHRISTY & CO. LTD.

DIRECTORS.
B. RICHARDSON, C. B. CHRISTY, J. V. CALDER.

4-12 OLD SWAN LANE

Quote Ref. CBC./W.

LONDON E.C. 4.

We wish to announce to the Trade a new product, SANOLEN Brand ASTHMA TABLETS, any enquiry for which you may receive we are able immediately to satisfy.

SANOLEN Brand ASTHMA TABLETS give instant relief, and are packed in very convenient Pocket Sachets of 6, 12 and 24 tablets, thus enabling sufferers from Asthma to obtain immediate relief wherever they may be.

The prices are as follows:

6 Tablets1/6d.

12 ,,2/6d.

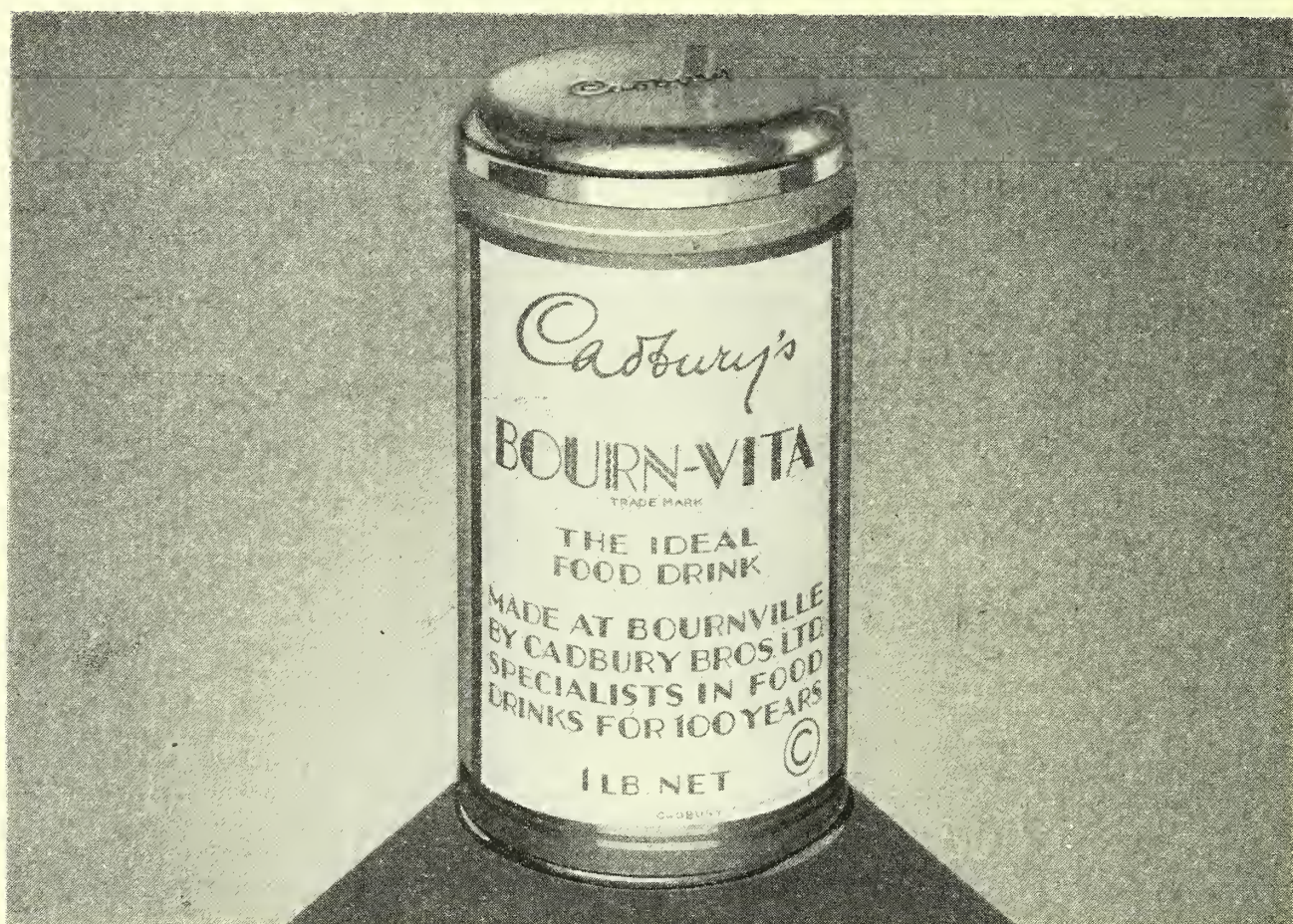
24 ,,4/6d.

less 25%, plus a further 10% in cases where quantities of not less than 1 dozen of any size are ordered, if 14 days' Window show is given.

Details of the advertising will be appearing in the Trade Papers at a later date.

THOS. CHRISTY & CO. LTD.

Cadbury's **BOURN-VITA**



The Protective Food

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Two ideal lines that show a generous profit!

LIVER SALINE

A "Chemists' Friend" line with an established demand

CAFFEINE

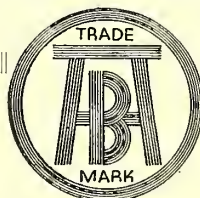
The Ideal Pick-me-up

**ADVERTISING
CONTINUES
THROUGHOUT
THE SEASON**

**WRITE TO-DAY
FOR SAMPLES
AND PRICES**

* * *

Alfred



Bishop

48 SPELMAN STREET.

LIMITED

LONDON + E + I Telephone - Bishopsgate 2331.

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NEW display— NEW pack— NEW profits—

"More and more Moorlands" again forms country-wide sales reports. Side by side with the original 7½d. Moorlands, the 1/3 size—in NEW flat tin—is irresistibly forging ahead. New display material is also stimulating the demand for this ever-popular remedy for Heartburn, Indigestion and Flatulence. Secure your share of the generous profits assured by National advertising of this all-the-year-round line.



The Public will have

MOORLAND

BRAND

INDIGESTION TABLETS



This attractive card, for displaying 7½d. and 1/3 Moorlands, is printed in red and blue. A real "silent salesman"!

W. B. CARTWRIGHT LTD., RAWDON, LEEDS

Staff Allens



**PHARMACEUTICAL
EXTRACTS**

**SOLID
LIQUID
GRANULATED
POWDERED**

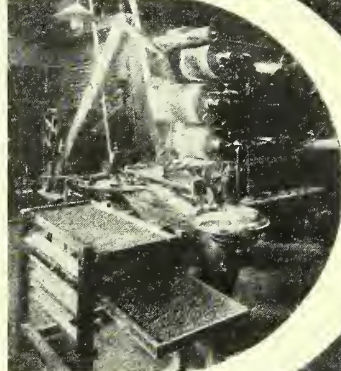


STAFFORD ALLEN & SONS LTD

MANUFACTURING CHEMISTS COWPER STREET, LONDON, E.C.2. DRUG GRINDERS

Private formula work

Pills and Tablets
manufactured under the control of
Analytical and Qualified
Chemists



ONE OF OUR
LARGE
PILL MAKING
MACHINES

Below:
SPECIAL
COATING

**Coated
or
Uncoated
Bulk
or
Packed**

A
SECTION
OF OUR
BOX MAKING
AND
SHOW-
MATERIAL
DEPT.

Exceptionally keen prices

COX *Estab. 1839*
ARTHUR H. COX & Co. LTD.
BRIGHTON



Pictures are more eloquent than words in
the psychology of selling and our "ready
to use" library of photographs for
Chemists' advertising is at your disposal.
May we forward a selection on approval?

PHOTOGRAPHIC ADVERTISING LTD.,
 "R" Dept.,
 116 VICTORIA STREET, S.W.1.
 Telephone: VIC 1991 (3 lines)

**PHOTOGRAPHIC
ADVERTISING LTD**

KING'S FOR SHOPFITTINGS



Ref. No. H 3249 Round Section Metal Display
Pedestals, fitted with Rubber Studs at Top and
Bottom. Stocked in the following sizes:—

Height.	Brown Bronze	Chromium Plate
	Finish.	Finish.
9-in.	1/6 each	2/6 each
12-in.	2/0 "	3/3 "
15-in.	2/3 "	4/0 "
18-in.	2/6 "	4/9 "
21-in.	3/0 "	5/6 "
24-in.	3/6 "	6/- "
30-in.	4/6 "	7/6 "

Ref. No
OK 256
First Quality
Clear Glass and
Black Opal
Glass, Display
Ovals, 1/2" thick,
polished edges.
Stocked in
the following
sizes:—

Size.	Clear Glass.	Black Opal.	Size.	Clear Glass.	Black Opal.
9" x 5"	12/- Doz.	17/- Doz.	16" x 9"	22/6 Doz.	36/- Doz.
10" x 7"	13/6 "	18/- "	18" x 12"	28/- "	51/- "
12" x 9"	14/6 "	21/- "	20" x 15"	46/- "	83/- "
14" x 10"	18/- "	32/- "	24" x 18"	52/- "	87/- "

NEW CATALOGUES
 Pharmacy Fixtures and Fittings No. 1013
 Coronation Decorations ... 1780

J. C. KING, LTD.
 42-60 GOSWELL RD., LONDON, E.C.1
 CLERKENWELL 2316 (6 lines).

Extracts

TINCTURES RESINOIDS
OLEO - RESINS MEDICINAL RESINS

BELLADONNA

DIGITALIS

and

HENBANE

Preparations

Made from

Plants Grown on our own Farm

WILLIAM RANSOM & SON

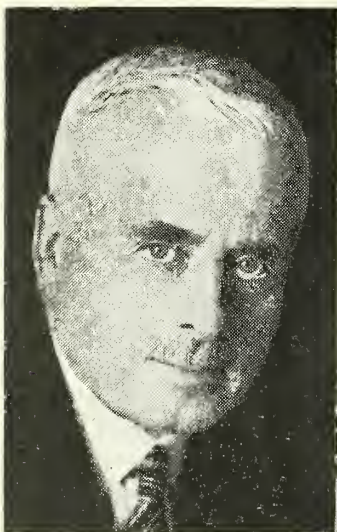
ESTABLISHED 1846

Ltd.

Manufacturing Chemists

HITCHIN near **LONDON**

C
D



WILFRID HILL, Managing Director,
The County Perfumery Company

Wilfrid Hill says

TRADE MESSAGE No. 4

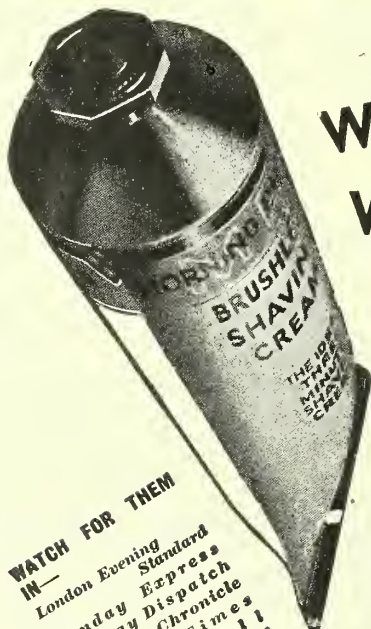
● A week ago I explained that the generous Brylcreem terms and discounts fixed to introduce Brylcreem nine years ago are still in operation today. Which reminds me that the very generosity of our terms constitutes a danger against which we have to be continually on the watch. This is Price Cutting. Brylcreem is such a quickly selling line and the Trade Terms are so favourable that some unscrupulous retailers find they can afford to cut the retail price and still make a handsome profit. We have only one weapon against this practice. Where price cutting is proved against a Retailer, we endeavour to prevent further supplies of Brylcreem reaching him, even if this means refusing supplies to the wholesaler. In fair play to the Trade it is our policy to maintain retail prices by all the means at our disposal.

• *That is why*

BRYLCREEM

maintains Retail Prices

The County Perfumery Co., North Circular Road, West Twyford, London, N.W.10



WATCH FOR THEM
IN—

London Evening Standard
Sunday Express
Sunday Dispatch
Sunday Chronicle
Sunday Times
John Bull
Sunday Post
Sunday Weekly Herald
Glasgow Field
Scottish Field
Tablet Tit Bits

WATCH SALES SOAR!

WATCH YOUR STOCKS!

New National Advertising Campaign

to consolidate the success of **MORNING PRIDE**

"Morning Pride" has taken premier place in the shaving cream market. First in public favour "Morning Pride" is second to none in rapidly increasing sales.

Look to your stocks and be sure of your share of profits from this new wonder shaving cream.

MORNING PRIDE REGD.

THE RAZOR READY BRUSHLESS SHAVING CREAM

PRODUCT OF FAIRY DYES LTD., PHARMACEUTICAL DEPT.

For particulars of attractive Initial Order terms write

SOLE DISTRIBUTORS: FASSETT & JOHNSON LTD

86 CLERKENWELL ROAD, LONDON, E.C.1

ADDIS
SHORT HEAD
TOOTH BRUSHES
PRICE 1/3

HARD CENTRE
No 170

BLEACHED
BRISTLE
No 173

STIFF BLACK
FOR MEN
No 175

FREE

You choose the assortment from the list below

No. 170	White Handle, Hard Black Bristle Centre	- 7/- per doz.
No. 171	Coloured Handle, Unbleached Centre Bristles	7/3 " "
No. 172	Coloured Handle, Hard Black Centre Bristles	7/- " "
No. 173	Coloured Handle, Hard Bleached Bristles	- 7/3 " "
No. 174	White Handle, Stiff Unbleached Bristles	- 7/3 " "
No. 175	White Handle, Stiff Black Bristles	- 7/- " "

Obtainable from your usual wholesaler

This
sales-pulling
show stand
complete
with three
brushes
given

with each
3 dozen
parcel.

ADDIS

Short-Head Tooth Brushes

Brush Works,
Hertford.

Established 1780



You, as a retailer, are not getting full advertising support unless your lines are advertised in the **'RADIO TIMES'**

THE 'RADIO TIMES' LIST FOR YOUR TRADE

The following products are regularly advertised in the 'Radio Times' and are therefore assured of a steady demand. The second half of this list will appear in the next 'Radio Times' advertisement published in this journal.

Gibbs Dentifrice
Sif
Gibbs Shaving Cream
Dettol
Germolene
Izal
Hallex Brushes
Cicfa
Erasmic Shaving Stick
Lux Toilet Soap
Crookes Halibut Liver
Oil
Kalzana
Pears Golden Glory
Soap

Palmolive
Jocigares
Sloans Liniment
Andrews Liver Salts
Painmint Syrup
Karmoid Tablets
Salfoin
Do-Do Asthma
Tablets
Carters Little Liver
Pills
Mothaks
Allcock Porous
Plasters
New Era Treatment

Comedians . . . famous dance bands . . . broadcasts from the ringside of World Championships . . . 2,800,000 people turn the pages of the 'Radio Times' during the week, looking up these items. And they see certain lines advertised. *But are they the lines you are stocking?*

Next time the traveller calls, ask him "Is your line advertised regularly in the 'Radio Times'?" If it isn't, then he's not offering the most powerful co-operation his firm can give you. Make a point of asking the traveller "Is your line advertised regularly in the 'Radio Times'?"

TELL THE TRAVELLERS YOU WANT THE

'RADIO TIMES'

NET SALES 2,800,000 WEEKLY

WARBLE FLY

Statutory Treatment commences 15th March

**ORDER NOW
FOR IMMEDIATE DELIVERY**

EVANS' WARBLE FLY POWDER

is guaranteed to comply with the requirements of the order issued by the Ministry of Agriculture and Fisheries. Evans' Warble Fly Powder is on the recommended list of the Ministry of Agriculture, Northern Ireland.

In cartons holding four envelopes. Each envelope contains sufficient to make one quart of approved wash to treat approximately 25 cattle with average warble infestation. Total contents of the carton are sufficient for approximately 100 cattle.



**The economy pack
for chemists only.**

WINDOW POSTERS AND LITERATURE SUPPLIED

Evans Sons Lescher & Webb Ltd.

Manufacturers of Fine Chemical, Pharmaceutical & Biological Products

Liverpool and London

Great **AMAMI** **BONUS** **OFFER**

to celebrate the introduction
of their new **EXTRA** size
LIQUID SOAPLESS SHAMPOO

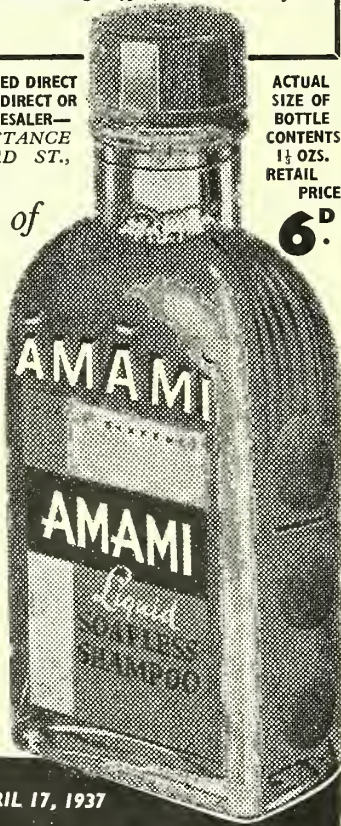
A REAL MONEY-MAKING OPPORTUNITY!

This offer remains open until April 1937. Make up your order to your own assortment as required in 6d. and 3d. Powder Shampoos and 6d. Liquid Shampoos (Soapless and Pine Tar) including at least half a dozen 6d. bottles of the new Amami Liquid Soapless Shampoo. For every dozen of each shampoo ordered we will include two extra shampoos entirely FREE. The minimum parcel of £1.11.6 is subject to our usual terms of 10% discount thirty days. Therefore taking advantage of this BONUS parcel costing £1.8.4 and selling at £2.9.0 will show you a profit of £1.0.8.

ALL BONUS PARCELS DESPATCHED DIRECT TO YOU, AND MAY BE INVOICED DIRECT OR THROUGH YOUR USUAL WHOLESALE—
PRICHARD & CONSTANCE
(Mfg.) LTD., 11, BROAD ST.,
LONDON, W.C.2.

*Selling Points of
this NEW
SHAMPOO*

- Consistent, extensive advertising in the National Press and Women's Papers will ensure a heavy demand.
- Has the primary advantage of being prepared by the leaders of the shampoo trade.
- Packed in very attractive counter display cartons to hold half a dozen.
- Can be used on the most delicate scalp—with absolute safety and definite health benefits.
- Amami Liquid Soapless Shampoo is non-alkaline, non-injurious, has tremendous cleansing properties, lathers freely and quickly.



ACTUAL
SIZE OF
BOTTLE
CONTENTS
1½ OZS.
RETAIL
PRICE
6^d

CLOSING DATE APRIL 17, 1937

ORDER TO-DAY!

ROWLAND'S MACASSAR OIL

has been the leading hair tonic and dressing for over 140 years. It keeps the hair in perfect condition, imparts to it a lovely glossiness, and long delays thinning and baldness. It does not make the hair sticky.

Well known and widely advertised, ROWLAND'S MACASSAR OIL will enlarge your profits and certainly bring you repeat orders. Stock and recommend it. In two forms, 'red' for dark hair, 'golden' for fair or grey hair.



**Rowland's
Macassar Oil**

A. ROWLAND & SONS, LTD.
22 LAYSTALL ST., ROSEBERY AVENUE, LONDON, E.C.1

SPONGES of all descriptions

ON SHOW AT

EDINBURGH Cockburn Hotel, Cockburn Street,
15th—20th March
GLASGOW Central Stockrooms, 92 Union Street,
22nd—27th March
HYDRASPONGEL^{TD} 129 Finsbury Pvt., London

FOR FAST SALES and big profits



Stock up "PIFCO" Sharpex Razor Blade Strippers. They sell on sight, being nationally advertised. For economy and clean shaving, Sharpex Strippers are unequalled. 2s. each. For trade discount apply to—

PIFCO LTD., Watling Street, Manchester
London Office: 150 Chancery Cross Road, W.C.2

SOMETHING NEW FOR CHEMISTS

Retail		Retail
1½d. each		4 for 6d.

The Slotted "Major" Blade fits
Three-peg and Bar-Type Razors.

SAMPLE AND TERMS FROM—

DOMINION STEEL CORPN., LTD.
FLEET WORKS, QUEEN'S ROAD, SHEFFIELD, 2



NATIONAL ADVERTISING CAMPAIGN

FOR **VELOSHAVE** . . the British Brushless Shaving Cream
**IN DAILY MAIL, EVENING STANDARD, STAR,
 SCOTSMAN, GLASGOW HERALD and BULLETIN**

Advertising will never sell a bad product. The public may try it—but they won't buy it again if it's no good. Now 'Veloshave'—the new British Brushless Shaving Cream—is good—it's so good that it's selling all over Great Britain. In consequence of this enormous success of a new line we announce our decision to open a National Advertising Campaign—of which details will be sent to the trade in due course. Such papers as

those above will carry telling, live advertisements—which in words and pictures tell what 'Veloshave' is, and what it does to make shaving quick and pleasant.

We ask your support for this campaign. We ask you to apply for the counter displays and show-cards available. We ask you to stock 'Veloshave' now. You will be ready then when our advertising trebles the demand.

**ORDER NOW THROUGH YOUR WHOLESALE—OR WRITE
 DIRECT FOR TRADE TERMS AND PARTICULARS TO:**

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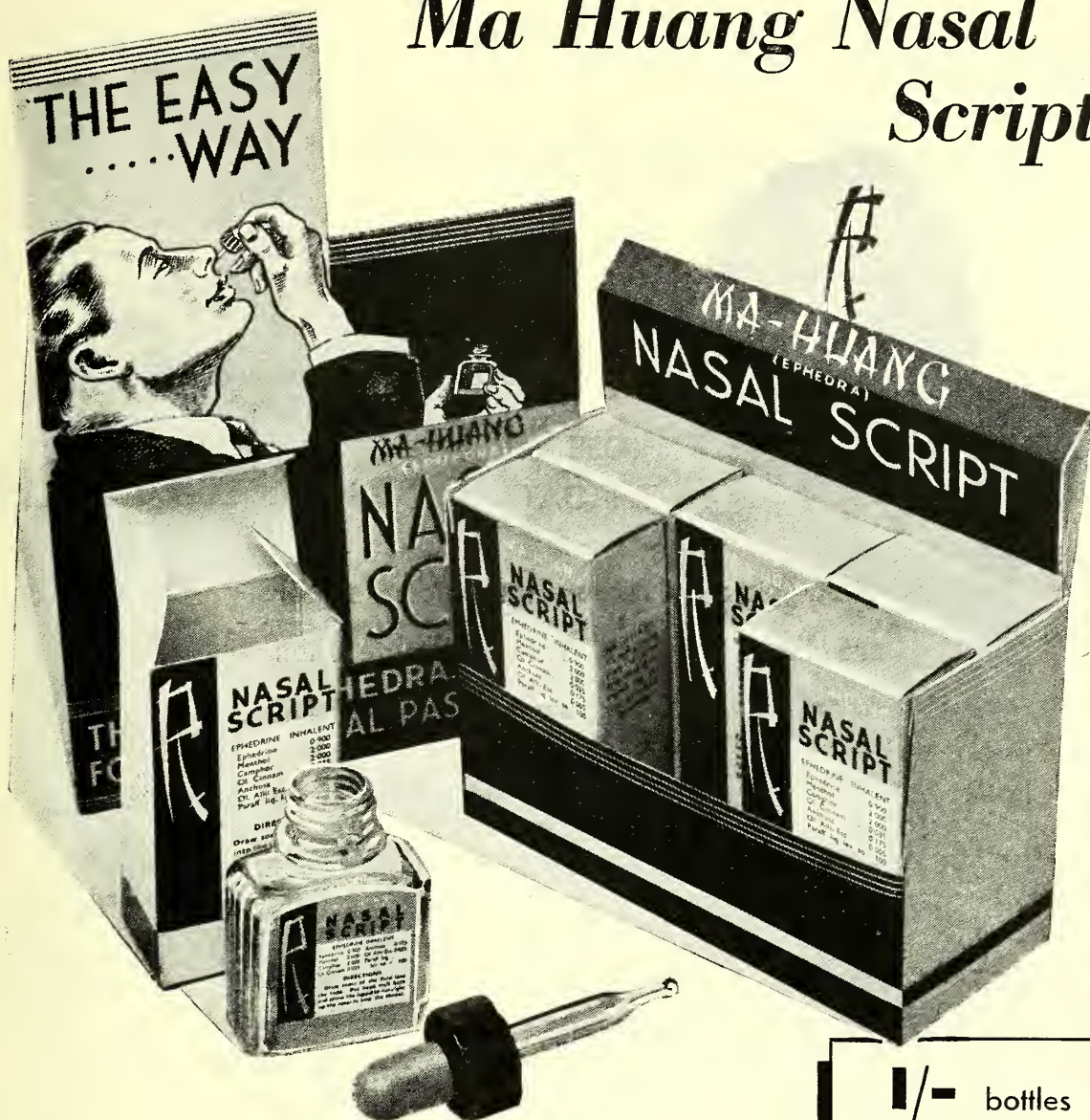
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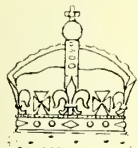
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*The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions*

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## News of the Week

### Medicine Stamp Duties Committee's Report

Representatives of the following organisations—the Pharmaceutical Society of Great Britain (including the North British Executive), the National Pharmaceutical Union, the Wholesale Drug Trade Association, the Company Chemists' Association, and the Scottish Pharmaceutical Federation—met at 17 Bloomsbury Square, W.C.1, on March 8 under the chairmanship of the president of the Pharmaceutical Society to consider the report issued by the Select Committee on Medicine Stamp Duties. The views of the representatives were collated and a further meeting was arranged for March 12 for the action to be taken to be finally agreed.

### Wholesale Photo Finishers' Association

A meeting of the Wholesale Photo Finishers' Association was held in London on March 4. Mr. G. P. C. Vallance, president, introduced Mr. Cross, who with Mr. W. G. Barker had recently returned from a tour of the provinces on behalf of the Association. Mr. Cross stated they had addressed meetings at Nottingham, Leeds, Glasgow, Edinburgh, Manchester, Liverpool, Birmingham, Brighton, Southampton and Exeter. The enprint position had been fully explained and the method of production discussed. The decision was practically unanimous to adopt enprints as the standard for the coming season. The membership of the Association was considerably increased as a result of these meetings. Following this report from Mr. Cross, Mr. W. G. Barker, stating that he was chiefly addressing the small finisher, gave details showing how the enprints could be produced economically. The lecture was followed by a discussion. Mr. Goddard gave a demonstration of photo electric cell

printing, which was warmly appreciated. The chairman thanked Messrs. Cross and Barker for undertaking this series of meetings, stating that this was the first time in the history of the trade that a new article—enprints—at a new price—3d.—had been accepted nationally, and had proved unmistakably popular both with the finisher and the public.

### Proprietary Articles Trade Association

We are advised of the following additions and alterations to the Protected List of the Proprietary Articles Trade Association, 43 Gordon Square, London, W.C.1:—

**Additions.**—St. Andrew Mills, Ltd. (Agents: Chappell, Allen & Co., Ltd., 136 London Wall, London, E.C.2).—Camelia Sanitary Towels, 2d. size, 16s. 9d. gross, 6d. size (self-looping), 4s. 3d. dozen, 6d. size (Ideal and Special), 4s. 6d. dozen, 1s. size, 8s. 11d. dozen, 1s. 3d. size, 11s. 3d. dozen, 1s. 6d. size, 13s. 6d. dozen, 2s. 3d. size, 20s. 3d. dozen, 1s. 6d. size (Vanderised), 13s. 6d. dozen, Vanderised Toilet Water, 1s. 6d. size, 13s. 6d. dozen.

**Alterations.**—McKesson & Robbins, Ltd.—Calox Tooth Powder (March 15), 1s. size, 8s. dozen, 2s. size, 16s. dozen, three dozen less 2½ per cent.; six dozen less 5 per cent. Thirteen to dozen on one dozen, either size, for display. Pond's Extract Co., Ltd.—Pond's Skin Freshener, 6d. size, 4s. 6d. dozen, 1s. 9d. size, 15s. 9d. dozen, 3s. 6d. size, 31s. 6d. dozen, £3 orders: 4s., 14s. 9d. and 29s. 6d. dozen, £5 orders, 3s. 9d., 14s. and 28s. dozen. Trufood, Ltd.—"Follow-On Trufood," ordered separately (or included with Trufood) in parcels value £6 or £12, invoiced to retailers at 33s. 6d. and 32s. 9d. per dozen respectively.



### Sessional Events

The Ipswich and District Branch of the Photographic Dealers' Association, and members of the local Photographic Society, recently heard a lecture given by Mr. J. E. Saunders on "The Joy of Amateur Cinematography." The vote of thanks was proposed by Mr. Norman Collinson, president of the Photographic Society. Afterwards Mr. Saunders displayed and demonstrated an array of cine cameras and other apparatus.

At the monthly meeting of the Huddersfield and District Chemists' Association held on March 4, Mr. Broadbent presented books valued £2 2s. to the best student for the year at Huddersfield Technical College. A discussion concerning the N.H.I. prescribing of proprietary medicines in place of B.P. and B.P.C. products resulted in Mr. Thomas being asked to present the case to the clerk of the Insurance Committee, who would in turn place it on the agenda of the Panel Committee. The subject of N.H.I. discounting was referred to the next meeting.

### Bournemouth



[Photo]

FOUR BOURNEMOUTH VETERANS

[Hardwick]

Left to right: Mr. A. J. WORTH (in business for 44 years); Mr. FRANCIS ROSE (in business for 49 years); Mr. F. E. BILSON (in business for 50 years); Mr. W. A. BINGHAM (in business for 38 years) (C. & D., March 6, p. 265)

### Bath

An address to the Bath Branch of the Pharmaceutical Society was given recently by Mr. W. Deacon (a member of the Society's Council), who took the place of Mr. E. H. Simmons (prevented by indisposition) at short notice. The chair was taken by Mr. W. Cornish, and the subject was "The Outlook in Pharmacy." Mr. Deacon gave members considerable enlightenment on various aspects of the Council's programme, and plans of the new headquarters building were on view. During the discussion that followed, Mr. Deacon, as chairman of the publications committee, was congratulated on the new edition of "Martindale." It was suggested that the British Pharmaceutical Conference might become yet more powerful as the "parliament of pharmacy." Mr. Hallett proposed a vote of thanks.

### Bedford

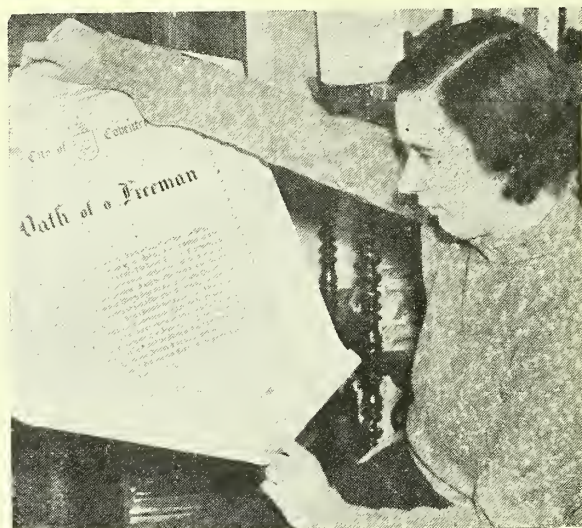
A large company attended the fourteenth annual dinner and dance of the Bedfordshire Branch of the Pharmaceutical Society at the Bridge Hotel, Bedford, on March 3. Mr. A. W. Morgan (president) was in the chair, and the guests included Mr. T. Marns (president, Pharmaceutical Society), Mr. D. A. Bryan (chairman, National Pharmaceutical Union), Dr. H. M. Armstrong, Mr. P. Woodland (principal, Bedford Technical Institute), and Mr. A. R. Manser (president, Bedford Chamber of Trade). The chairman said the Pharmaceutical Society in their wisdom had decided to make a full two academic years' course compulsory. He was worried about this because he knew that the extra expense to be incurred by future students of pharmacy would keep a good many likely young people out of the profession. There never was a better type of student in pharmacy than there was to-day. Dr. Armstrong proposed "The Society," saying that since its inception in 1841 it had managed its affairs efficiently and democratically. He stressed

the dependence of the medical profession upon skilled chemists. Mr. Marns, in response, referred to the cordial relationship between the doctors and the chemists.

### Birmingham

During the fourth quarter of 1936 the Birmingham City analyst examined forty-five samples of drugs, of which two informal samples of seidlitz powders were found incorrect. In the first, one white paper contained 2.23 gm. of tartaric acid instead of 2.5 gm., a deficiency of 11 per cent; the blue paper 13.7 gm. instead of 10 gm., an excess of 11 per cent. The vendor was cautioned, and he complained to the wholesale firm from whom he obtained the powders. The latter explained the deficiency by saying trouble had been experienced with a new electrical machine used for weighing out powders. This had now been overhauled and the powders were being weighed correctly. Another sample contained two powders, one of which was correctly compounded; the blue paper of the second, however, containing 13.7 gm. instead of 10 gm. The vendor, on being cautioned, explained that by an error he had supplied "extra strong" instead of B.P. Under the section "Foods," the report gives details of four vendors of vinegars cautioned, and of charges against another retailer withdrawn, the wholesaler being fined £1 each on charges of giving a false label and selling vinegar not of the quality demanded. The cautions were in respect of artificial vinegar labelled "pure vinegar" and of artificial vinegar labelled "table vinegar: unfermented vinegar for household use." The packers were allowed three months in which to dispose of existing stocks.

### Coventry



[Photo]

[Graphic Photo Union]

MISS LILY STEVENSON, THE YOUNGEST FREEMAN OF COVENTRY (C. & D., February 27, p. 249.)

### Exeter

Mr. F. E. Battershill presided at a meeting of the Exeter and District Branch of the Pharmaceutical Society recently, when Mr. H. Davis (University College, London) gave a lecture on "Sterilisation Methods." The lecturer dealt with methods for the sterilisation of containers and preparations commonly met with in modern dispensing practice. He stressed the need to-day for the dispensing chemist to be ready to supply a sterile injection (for example, of dextrose for diabetic coma) at very short notice. He prophesied that before long an autoclave would be found in every ordinary dispensing business. Mr. Davis condemned Tyndallisation as unreliable. In the preparation of an injection the chief sources of danger were the hands, throat and nose of the worker, but any solution prepared with care and heated for one hour to 80° C. was safe to use, though it was a wise precaution to add an approved antiseptic. For an intravenous injection it was important that the solution should be not only sterile, but also freed from suspended matter of all kinds by filtering.



## Leeds

The Leeds and District Branch of the Pharmaceutical Society held its first "Victory Dance" of 1937 recently, and one hundred and seventy nine sat down to supper. There were visitors from Huddersfield, Castleford, Wetherby, Normanton and Wakefield. The ladies' committee (Mrs. Armitage, Mrs. G. C. Crummack and Mrs. Burns) was very active, and there was also a committee of ten men.

Mr. Eadie took the chair at a meeting of the Leeds and District Branch of the Pharmaceutical Society at the School of Medicine of Leeds University, when Dr. W. A. Bain lectured on "The Human Body as a Drug Factory." Dr. Bain dealt mainly with the hormones and the ductless glands, and showed lantern slides as well as specimens and experiments. Mr. J. H. Gough proposed a vote of thanks. Among the ninety-six people who were present were Mrs. Hartley Shaw, Miss Farley, Messrs. Creasey, Hall, Marriner, Fullam, Lupton, Bloom, Sykes. Greenwood and the secretary.

The Leeds and District Branch of the Pharmaceutical Society has forwarded the following details of apprentices in the district on January 1, 1937:—

|                              |    |                         |
|------------------------------|----|-------------------------|
| Boys ... ..                  | 79 | Commencement of         |
| Girls ... ..                 | 9  | Apprenticeship          |
| In Leeds ... ..              | 52 | 16 in 1933              |
| Outside Leeds ...            | 36 | 28 in 1934              |
| Private ... ..               | 49 | 21 in 1935              |
| Company ... ..               | 39 | 22 in 1936              |
|                              |    | 1 in 1937               |
| Four Years' Apprenticeship   |    | Apprenticeship expiring |
| Private ... ..               | 11 | 32 in 1937              |
| Wholesale ... ..             | 1  | 26 in 1938              |
| Co-operative ...             | 2  | 24 in 1939              |
| Company ... ..               | 24 | 6 in 1940               |
| Apprentices residing outside |    | Years of Apprenticeship |
| Leeds but serving in Leeds   |    | 3 serving 2½ years      |
| 8                            |    | 40 serving 3 years      |
|                              |    | 7 serving 3½ years      |
|                              |    | 38 serving 4 years      |

## London

At Marlborough Street Police Court, on March 8, Percy W. Dyer and Thomas J. Bacon, messenger boys, were bound over for twelve months on charges of embezzlement and receiving sums of money belonging to their employers, A. Nelson & Co., Ltd., chemists, Duke Street, W.1.

At Marylebone Police Court, on March 8, Dr. John Robert McGilvray, giving an address in Wales, pleaded "Guilty" to summonses for failing to enter in a register particulars of purchases of morphine sulphate, totalling 58 gr., obtained from Bishops Pure Drug Co., Ltd., Holloway Road, N. He was fined 20s. on each of the three summonses.

The annual meeting of the London Chemists' Golfing Society was held, recently, at 17 Bloomsbury Square, W.C.1. Mr. L. J. Morson opened the meeting and invited Mr. F. C. Oscar Shaw to become president for the year 1937. Mr. Shaw, having expressed his gratitude for the high honour bestowed upon him after such short apprenticeship, then occupied the chair. The following officers were appointed: *President*, F. C. Oscar Shaw; *Captain*, R. Collings; *Vice-Captain*, E. C. Pryce; *Secretary and Treasurer*, W. M. Ballantyne; *Committee*, F. A. Bell, M. W. Carmichael, W. E. Cane, J. Deas, D. T. Jones, L. J. Morson, D. J. Parry, P. O. Royle, F. G. Wells; *Auditors*, J. Y. Finlay and J. Jones. Membership of the society is limited to pharmacists and those directly connected with the wholesale or retail chemists' trade. Application forms may be obtained from the Secretary, 47 Gray's Inn Road, London, W.C.1.

The annual meeting of the Walthamstow and District Branch of the National Pharmaceutical Union was held at "Dane-court," Church Hill, Walthamstow, on March 3. Mr. T. T. Leighton was re-elected *Chairman*, Mr. W. Gray *Vice-Chairman*, and Mr. W. E. Gaze *Secretary*, with Mr. B. W. Beard and Mr. A. C. Hardwick on the *Committee*. Mr. W. Gray gave a talk on the National Pharmaceutical Union Conference, which he attended as delegate, making particular reference to the Chemists' Friends scheme. A lively discussion followed, and it was decided to send the following resolution, which was carried with some dissentients, to headquarters: "That this meeting of the Walthamstow Branch of the National Pharmaceutical Union agrees to support the Chemists' Friends

movement." A subcommittee to be called the Chemists' Friends committee was formed to further the interests of the movement.

An address on "The Inorganic Constituents of the Blood" was given by Dr. E. N. Allott (pathologist, Lewisham Hospital) at a meeting of the Guild of Public Pharmacists at 17 Bloomsbury Square, W.C.1 recently, the president (Mr. C. H. Sykes) in the chair. Dr. Allott pointed out that the development of micro-methods of the determination of the inorganic constituents of blood had taken place during the last twenty years and had made balance experiments possible. The constituents of blood and the reason for clotting were briefly described. The modern use of milli-equivalents (the equivalent weight of the element in milligrams per 100 c.c. of blood) was described. Dr. Allott indicated the various methods the body had of keeping the pH of the blood within the narrow limits essential for life. The use of hypertonic saline in cases of alkalosis and of normal saline in the treatment of Addison's disease were described. A vote of thanks to Dr. Allott was proposed by Mr. F. W. J. Hooper.

A meeting of the North London Association and Branch of the Pharmaceutical Society held recently was addressed by Dr. Katharine H. Coward (director, nutrition department, pharmacological laboratories of the Pharmaceutical Society) on "Nutrition." Dr. Coward explained how knowledge of food values had developed according to their calorie value and vitamin content. She thought that the vitamin theory was so prominent at the present time that the calorie theory was apt to be forgotten. The vitamin requirement per day was not definitely known, although that of vitamin B<sub>1</sub> might be calculated in the near future. Lantern slides were shown illustrating vitamin deficiency in various test animals, and the vitamin standards of the B.P. were exhibited. Dr. Coward recommended those present to read the League of Nations "Report on Protective Foods." A vote of thanks was proposed by Dr. Coutts and supported by Mr. J. C. Young, who said they should be proud of the work done by Dr. Coward.

## Manchester

A whist drive organised by the Junior Branch of the Manchester Pharmaceutical Association was held at the Deansgate Cinema Café on February 25. The results were as follows:—*Ladies*, (1) Mrs. Stacey Hall, (2) Miss Lilly, (3) Miss Howler; *Gentlemen*, (1) Mr. J. H. Franklin, (2) Mr. T. Miller, (3) Mr. Clegg. Mr. E. T. Thorpe proposed a vote of thanks to the donors of the prizes (Messrs. Morrison, Grier, Harding, Johnston) and to Mrs. Harding for presenting the prizes.

The Manchester branch of the Guild of Public Pharmacists watched educational sound films on "Syphilis" and "Malaria" given by the courtesy of Bayer Products, Ltd., on February 24. Mr. R. O. Edenborough said that Paul Ehrlich, working in the Meister Lucius and Bruning Laboratories (now part of the Bayer concern), introduced "606," which was given the name of "salvarsan." This was later improved upon by the present "914," or neosalvarsan. Mr. W. E. Phillipson proposed a vote of thanks to Bayer Products, Ltd., and to Mr. Edenborough.

The twelfth "Brighter Homes" Exhibition was opened at Manchester on March 1 and will remain open until March 20 between the hours of 11 a.m. and 9.30 p.m. daily. Among the exhibitors were: Cow & Gate, Ltd., Guildford (foods); FASSETT & JOHNSON, LTD., London (grape and tomato juices); CHARLES MIDGLEY, LTD., Manchester (soaps, perfumery, and Gladys Cooper toilet preparations); NIL-MIST MANUFACTURING Co., Blackpool (anti-fogging compounds); N. RYDER, Manchester (foot ointment); ROZALEX, LTD., Manchester (Rozalex hand cream and ointment).

A joint meeting of the Manchester Pharmaceutical Association and the local Branch of the Pharmaceutical Society was held at the Victoria Hotel on March 4, when Mr. H. Haworth, superintendent of the local Pricing Bureau gave an address on "The Testing Scheme for N.H.I. Dispensing." The chair was taken by Mr. J. H. Franklin. Mr. Haworth outlined the work accomplished since the scheme came into operation in 1925. He also gave figures showing the great improvement in the quality of the dressings, an improvement which he said was a direct result of the scheme. He mentioned a number of points that would help chemists to avoid possible errors. In advocating some method of standardising tablets (which he



thought was necessary) he contended that manufacturers should co-operate in such a scheme. Questions were put and answered, after which a vote of thanks was proposed by Mr. W. Gee.

### Maidstone

The annual dinner of the Medway branch of the Pharmaceutical Society was held at Chiesman's Restaurant, Maidstone, recently, Mr. A. H. Clark (chairman) presiding. Mr. J. W. Atkinson (a member of the Council of the Society), replying to the toast of "The Pharmaceutical Society and the National Pharmaceutical Union," said the Benevolent Committee sat every month and had over twenty fresh cases to deal with each time. The income from subscriptions was only £2,500, and the total income about £5,000. Mr. D. A. Bryan (chairman, National Pharmaceutical Union), who also replied to the toast, said many chemists would have been out of business had it not been for the defence given them by the N.P.U. Capt. W. A. N. Baker proposed "The Medway Branch." Mr. Clark, replying, said that the Branch should give full support to the Chemists' Friends scheme. The idea was that medicine should be supplied only through the chemist, which would mean that the chemist would be the medicine chest of the nation. The Government should give the pharmacists some help in the matter. The chemists got all the kicks, but very few of the halfpence, and this was the only scheme at all practicable brought forward. Mr. A. Crick, proposing "The Mayor and Corporation," said that when the Ministry of Health declared that pharmacy was in a bad way and that there should be a Pharmaceutical Bill they called in the pharmacists to help them. The Council of the Society did everything in their power to help the Ministry, but when the Bill was put before Parliament the recommendations were entirely different to those put forward by the Council. He hoped it was realised that pharmacists were seething with discontent. The Mayor, responding, said that there had been a marked improvement in the status of the chemist. Dancing followed.

### Newcastle

A meeting of chemists from Newcastle, Northumberland, Gateshead, and Durham was held at the County Hotel, Newcastle-on-Tyne, on March 3, Mr. W. Forster (Seaham Harbour) in the chair. Mr. G. A. Mallinson (secretary, National Pharmaceutical Union) explained how the Select Committee's report would affect chemists, and appealed to members to give the C.F. scheme their wholehearted support. Mr. A. S. Davison replied, explaining what he had done as secretary of Northumberland Branch. A number of chemists asked questions regarding the report and C.F. scheme, and these were replied to by Mr. Mallinson. Mr. Flemming proposed a vote of thanks. Mr. Forster asked chemists to vote on whether they would give their support to the C.F. scheme, and by show of hands this was supported, with none against. Mr. Mallinson returned thanks.

### Pontypridd

The third annual dinner-dance of the Pontypridd and Rhondda Valley Branch of the Pharmaceutical Society was held on February 25 at the New Inn Hotel, Pontypridd, the guests of the evening being Mr. R. Stanley Evans, M.A. (stipendiary magistrate), and Mr. H. M. Lloyd (a member of Council), Mr. A. S. Lloyd presiding. Speeches and toasts took up very little of the time, and a whist drive and dance followed. Every guest received a "Coronation" menu card, and the ladies were presented with "Innox" complimentary packages. The M.C.s for whist were Messrs. R. L. Griffiths and W. L. Way, and for dancing Messrs. G. John and I. G. Richards. There were parties from Cardiff, Swansea, Newport and Bridgend, and many medical friends of members were present.

### Portsmouth

An enjoyable dance, arranged by the ladies' committee of the Portsmouth Branch of the Pharmaceutical Society, was held at the Royal Pier Hotel, Southsea, recently. A lengthy programme of dances was kept going until 1 a.m. Mr. W. Murray (chairman) thanked the committee (of which Mrs. W. R. Atterbury is president and Mrs. W. L. Egerton is secretary) for their efforts.

A meeting of the Branch was held at the Portsmouth Municipal College on the afternoon of February 17, when the members had the opportunity of listening to an address illus-

trated by a two-reel film on "The Manufacture and Standardisation of Biological Products" given by Mr. J. E. Ellery (Evans' Biological Institute). The lecture dealt particularly with liver extract, desiccated hogs' stomach, pituitary posterior lobe and the Friedmann hormone test for pregnancy.

### Sheffield

Sheffield Pharmacy Club recently held a first birthday dance, when the attendance numbered nearly 600. Officials and others present included Mr. R. Blackburn (chairman) and Mrs. Blackburn, Mr. L. Stocks (secretary) and Mrs. Stocks, Mr. C. S. Cross (social secretary) and Mrs. Cross, Mr. C. H. Hallatt (president of the Sheffield and District Pharmaceutical Society) and Mrs. Hallatt, Mr. W. Wood and Mrs. Wood, Mr. and Mrs. J. H. Stiles, Doncaster, and Mr. and Mrs. J. Tregenza. Members who acted as stewards were Messrs. H. Craven, W. Foulds and G. Greenstreet.

### Miscellaneous

**IN THE COURTS.**—At Smethwick, recently, Mr. Benjamin W. Evans, chemist and druggist, Oldbury Road, was fined £1 for failing to close his shop at the prescribed hour, and £2 for failing to comply with a request of a Shops Act inspector who sought information. Mr. Sunderland, for the defendant, admitted the offences and expressed his sincere regret.

**STAFF FESTIVITY.**—The first whist drive and dance organised by Boots' North Staffordshire Social Club was held at Hanley, Stoke-on-Trent on March 4. Among those who assisted in the organisation were Mr. J. E. Owen (Territorial General Manager), Mr. V. J. Stone (club treasurer), Mr. and Mrs. H. Beeston, Stoke-on-Trent, Mr. and Mrs. T. W. E. Darley, Longton, Mr. and Mrs. W. Hewardine, Stafford, Mr. and Mrs. F. Redfern, Hanley, Mr. R. J. Herring (relief manager), Mr. J. Peele, Stone, and Mr. A. D. McKellen. The M.C.s for dancing were Mr. F. Gartside (club chairman) and Mr. H. J. Lovatt (secretary), while the Messrs. Jones acted as M.C.s for the whist drive. The winners at whist were:—*Ladies*, (1) Miss E. B. Salt, (2) Miss Podmore, (3) Miss B. Moss, (4) Miss G. Wood; *Gentlemen*, (1) Mr. R. Edwards and Mrs. Edwards (playing as gentleman) tied, (3) Miss E. G. Tinsley (playing as gentleman), (4) Mr. Minshall.

## Scottish Notes



SOCIETY NOTE.

"IT MAY BE VERY GOOD, BUT I'M AFRAID THE COLOUR ABSOLUTELY RULES IT OUT. . . . HE'S HAVING HIS 'FLU IN THE BLUE ROOM.'"

(A sketch by Lee in "The Evening News," Glasgow.)



## Edinburgh

Delivering the second Sir James Walker memorial lecture to Edinburgh University Chemical Society, Professor Frederick G. Donnan, F.R.S. (University College, London) spoke on "Some Reminiscences of the Laboratories of Van 't Hoff, Ostwald, and Sir William Ramsay."

Dr. Robert Hutchison (consulting physician to the London Hospital), speaking at the bicentenary gathering in Edinburgh of the Royal Medical Society, said that the medical student of to-day was crammed with facts until he got fatty degeneration, not of the liver but of the brain. There was, he said, no cure for mental dyspepsia like open discussion. Argument and refutation, ridicule and laughter were the aids to mental digestion.

## Miscellaneous

**FIRE.**—The pharmacy of Mr. Robert H. Ballantyne, Leslie, Fifeshire, was gutted by fire on March 9. The damage is estimated at £400.

**IN THE COURTS.**—At Aberdeen Sheriff Court, recently, two labourers were sentenced to imprisonment for administering hypnotic drugs to a dog with intent to alter the running of a greyhound race.—At Stranraer, recently, Mr. Alfred Walker, chemist and druggist, was fined 7s. 6d. for failing to observe the closing hours.

**PROPOSED CONTROL OF MULTIPLE SHOPS.**—At Inverness Chamber of Commerce meeting on March 4 it was suggested by the chairman (Mr. Norman McLeod) that an effort should be made to control multiple shops in some way. He thought these shops should be licensed by Act of Parliament, and a Bill similar to the one "talked out" recently should be reintroduced. Mr. John Mitchell suggested that the Association of British Chambers of Commerce be approached on the subject. This was agreed to.

## Irish Notes

## Belfast

Mr. P. R. W. Shinner, Ph.C., Antrim Road, Belfast, has been elected a member of the committee of the newly-formed city ratepayers' association.

We have received a reprint (from "The Irish Nationalists' Journal") of an article by Mary J. Lynn, M.Sc., of Queen's University, Belfast, entitled "The Scarcity of *Zostera marina* (Slitch, Eel-grass or Grass-wrack) in Strangford Lough."

## Dublin

The annual meeting of the Dublin Branch of the Photographic Dealers' Association was held at Jury's Hotel, Dublin, on March 3, when prospects for the coming season were discussed.

In the Dublin District Court, recently, Patrick Reynolds (27) was remanded on a charge of attempting to steal 10s. by means of a trick from Mr. T. Campion, M.P.S.I., 48 Clontarf Road, Dublin. Mr. H. Good, for the defence, said the accused pleaded "Guilty" to the charge, and also to a charge of stealing 16s. 11d. by means of a trick from another shopkeeper.

## Miscellaneous

Mr. J. C. Walshe, M.P.S.I., has opened a pharmacy at Arva, co. Cavan.

Chemists all over the Free State are taking part in the national festival window-dressing competitions organised by Dublin morning newspapers for St. Patrick's day. Already several Dublin pharmacies have put in attractive windows with green and gold or green and orange settings.

## Topical Reflections

By Xrayer

## Dissatisfaction

at what you rightly term "This Unjust Report" (*C. & D.*, March 6, p. 281) is rapidly growing, and I am hoping that during the next few days some definite line of policy will be decided upon by the organisations representing the business interests of the pharmacist rather than the academical. This is hardly a matter for the Pharmaceutical Society as a body to interest itself with unduly; the National Pharmaceutical Union should lead, backed up by such bodies as the Wholesale Drug Trade Association, the Company Chemists' Association and others vitally affected. Whether much can be done to influence our legislators, with whom will rest the ultimate decision regarding the implications of the report, remains to be seen; reports of Committees of this type are usually taken seriously, the assumption being that the members have had unrivalled opportunities of arriving at certain conclusions. The question, to my mind, is what can be saved out of the wreckage of Acts which, illogical although they may have been, have yet been regarded as something tangible by generations of chemists. I would press for the retention of B.P. and B.P.C. preparations without duty whether recommended or not, if sold by pharmacists. We must, too, have clarity in drafting the "exemptions," particularly those applying to dispensing. It is a thousand pities that no pharmacist was appointed as a member of the Select Committee.

## "Helping the Retailer"

is the title of a letter (p. 295), with much of which I am in cordial sympathy. I believe that what may be termed the ethical houses generally try to put any orders they obtain from the doctor through his chemist. Not all doctors, however, will allow this; I have known cases in which a medical man insists upon having the goods invoiced to him direct; in this case the representative of the manufacturer has no choice but to agree or lose the order. The chemist as the sole

medium of supply to hospitals and institutions is an ideal which, I am afraid, is in these days hardly possible of attainment. Presumably drugs would be included, but few hospitals could afford to pay the prices the chemist would have to charge. Many hospitals possess manufacturing laboratories as big as or bigger than some manufacturers. Would the chemist be prepared to take on the disadvantages of dealing with hospitals? The long credit which has often to be given and the contribution to the funds of the hospital which is expected are two of the drawbacks of hospital trading. Regarding specialities, the majority of hospitals expect to obtain these at practically cost price, or even to have them given as a contribution to the funds of the hospital; and it might not be possible for a manufacturer to allow the chemist any profit if it was agreed that he should handle the business.

## A Fresh Technique

in pharmacy-dinner procedure is grateful and comforting. I attended the annual social gathering of pharmacists from the Thames Valley (p. 268) which (apparently from its inception), has curtailed speeches to the bare limit. There were only two speeches after the loyal toast. Yet both speakers found something interesting and amusing to say. The decline of the apprenticeship system was the theme of some sensible criticisms by the Vice-Dean of the College of Pharmacy, who proposed the Thames Valley Association toast. He deprecated the acceptance by the educational authorities of University and college certificates for entrance into pharmacy. No college course, he said, was an efficient substitute for the good old-fashioned apprenticeship. The college course was too short and not nearly varied enough, and he urged all present to consider the matter very seriously. Examiners in pharmacy recognised the advantages an apprenticed examinee had acquired when he came before them. The advice is sound, and the subject of apprenticeship should be taken up by every chemists' association throughout the country.



## Legal Reports

**Dangerous Drugs Acts.**—At Leicester Police Court, on March 4, Mr. Arthur Edward Cooper, chemist and druggist, Aylestone Road, was fined 40s. for not keeping tincture of opium in a locked receptacle. Mr. F. E. Fordham, for the defence, said that on February 12 Leicester was in the grip of the influenza epidemic, and his client was working practically day and night. In his haste he overlooked locking the cupboard. He had since installed a new cupboard with a spring lock.

**Perpetual Injunction.**—In the Chancery Division of the High Court, London, on March 9, Macleans, Ltd., manufacturing chemists, Brentford, were granted a perpetual injunction by Mr. Justice Crossman restraining Mr. Homer, carrying on business as The Ideal Stores, Harrow, from selling articles not of their manufacture without clearly indicating that they were not made by Macleans. Mr. Brough, for the plaintiffs, said that the parties had come to terms. By consent the hearing of the motion would be treated as the trial of the action, and Mr. Homer also agreed to deliver up cartons. The plaintiffs did not ask for damages or costs.

**Action Settled.**—In the Chancery Division of the High Court, London, on March 9, Mr. Robert Burrell, for Yadil (1935), Ltd., Upper Clapton, London, N., notified the conclusion of a trade-mark and passing-off action against Mr. Oswald Earp, Upper Basildon, Reading. Mr. Burrell said he had a motion to restrain infringement of Patent 371,511 in Class 3 and the advertisement and sale of any tablet or chemical substance, prepared for use in medicine and pharmacy, not being manufacture or merchandise of the plaintiffs in connexion with the word "Yadil." The motion had been settled. Mr. Earp had said that he did not wish to make any use of the word "Yadil," and the motion would be treated as trial of the action. There would be an undertaking by Mr. Earp not to use the name "Yadil" in any manner which might lead to goods being disposed of by his employees as the plaintiffs' produce; there would be delivery up of advertising books to the plaintiffs, and Mr. Earp would pay nominal damages agreed at 20s. and £20 towards the plaintiffs' costs. Mr. Justice Clauson approved the settlement.

**Pharmacy and Poisons Act, 1933.**—At Guildford, on March 8, H. Kimber & Sons, grocers, Epsom Road, Merrow, were summoned for unlawfully selling or causing to be sold a poison contained in Famel Brand Syrup in a container not labelled with the name and address of the seller; for the sale not being by or under the supervision of a registered pharmacist; for selling upon premises not duly registered; and for selling without being an authorised seller of poisons. Mr. A. C. Castle prosecuted on behalf of the Pharmaceutical Society. Evidence of purchase was given. Mr. Kimber pleaded "Guilty." He told the Bench that his firm was registered as a listed seller, and was quite unaware that the syrup came under Part I. They had "always" sold the syrup, and they were supplied by a wholesale druggist who knew perfectly well that they were grocers. A fine of £1 on each of the four summonses, with £3 3s. costs, was imposed.

In Campbeltown Sheriff Court, on March 3, Mr. Gavin Ralston Thomson, chemist and druggist, Main Street, pleaded "Guilty" to a charge that at his premises, not being duly registered under the Pharmacy and Poisons Act, 1933, he had sold by an employee morphine contained in chlorodyne. Mr. Thomson said he had been a qualified chemist for forty-two years. The provisions of the Act were rather complicated, and as his health had not been good he had not made himself familiar with all the technical requirements. The sheriff said it was obvious that the Legislature took a very serious view of the non-registration of the premises; but as Mr. Thomson's offence was merely the result of an oversight, he would modify the fine to one of £2.

## Gazette

### Bankruptcy Acts

#### RECEIVING ORDER AND ADJUDICATION

HULETT, E. A., 59 Stockwell Gate, Mansfield, Nottinghamshire, chemist and druggist.

## Company News

### P.C. means Private Company and R.O. Registered Office

**HUBBLE (CHEMIST), LTD. (P.C.).**—Capital £300. Objects: To carry on the business of chemists, herbalists, opticians, etc. R.O.: 47 Cranbourn Street, W.C.2.

**BENN INDUSTRIES, LTD. (P.C.).**—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, etc. R.O.: 34 Walbrook, E.C.4.

**SIGMA PRODUCTS, LTD. (P.C.).**—Capital £2,100. Objects: To carry on the business of manufacturers of and dealers in patent medicines, chemicals, etc. The first directors are to be appointed. Secretary: Ernest Oxley, 304 Leeds Road, Newton Hill, Wakefield.

**ZERMOPAD, LTD. (P.C.).**—Capital £26,000. Objects: To acquire from Universal Diathermic Laboratories, Ltd., the business of the manufacture and sale of "Zermopad" and all patents and rights connected therewith, etc. The first directors are to be appointed. R.O.: 4 Queen Victoria Street, E.C.4.

**LEN HARVEY'S EMBROCATION, LTD. (P.C.).**—Capital £7,000. Objects: To adopt an agreement with Leonard Austin Harvey and to carry on business as manufacturers of and dealers in medical and scientific preparations and particularly special massage embrocations and oils, etc. Ernest Belton, Arnwell House, Hoddesdon, Herts, director.

**LEEDS & BRADFORD CHEMICAL CO., LTD. (P.C.).**—Capital £1,500. Objects: To carry on the business of importers and manufacturers of and dealers in chemical and industrial and other preparations, etc. The directors are: Wm. Robinson (managing director) and Kathleen Last, both of 37 Richmond Mount, Leeds, 6. R.O.: Prospect Works, Farsley, near Leeds.

**EZIWASH SOAP PRODUCTS, LTD. (P.C.).**—Registered in Dublin. Capital £5,000. Objects: To acquire the business of a soap manufacturer now carried on by Ann McNabola as "Eziwash Products." The directors are: Gearoid O'Sullivan, B.L.T.D., 15 Temple Villas, Palmerston Road, Dublin; Margaret O'Sullivan, 1 Gardiner's Place, Dublin; Martin McNamara, 54 Dartmouth Square, Dublin; John G. Bradley, Corn Exchange Buildings, Burgh Quay, Dublin.

**COMPANY DISSOLVED.**—Notice has been given in "The London Gazette" that the name of the under-mentioned company has been struck off the register and the company dissolved:—Engelsen's (Chemists), Ltd.

**SOUTH AFRICAN DRUGGISTS, LTD.**—First report shows net profit £65,722 for period from December 9, 1935, to December 31, 1936. Final ordinary dividend 6 per cent., making 12 per cent.; carried forward, £3,286. Whole of preliminary expenses and underwriting commission written off out of share premiums.

**EVANS SONS LESCHER & WEBB, LTD.**—The directors' report and accounts for the year ended December 31, 1936, show a trading profit, after providing for establishment expenses, bad debts, publicity, directors' salaries, pensions, etc., of £58,158 14s. 5d. From this amount is deducted: Mortgage interest, £3,637; credit note interest, £1,979; mortgage and leasehold redemption account, £1,803; directors' fees, £2,100; and provision for income tax, £13,118, leaving a balance of £35,520 1s. 1d., which, with £5,245 15s. 11d. brought forward from the previous year, makes a total of £40,765 17s., which the directors propose to apply as follows: Transfer to general reserve, £15,000; payment of one and a half year's dividend on the 6 per cent. preference shares (less tax), £16,593 14s. 1d., leaving a balance of £9,172 2s. 11d. to be carried forward. The directors state in their report that during the year extensive additions at Evans' Biological Institute were initiated. The new buildings, which are now nearing completion, will afford the necessary accommodation for increased production and further research. The expenditure to date is reflected in the items properties and plant in the balance sheet. Freehold and leasehold properties now stand at £226,940, and plant, fixtures, etc., at £99,873. The company's business generally continues on a satisfactory basis.



# Chemists' and Druggists' Society of Ireland

## Annual Meeting

THE annual meeting of the Chemists' and Druggists' Society of Ireland was held in Belfast on March 3, the president (Mr. Fred Storey) in the chair.

### SECRETARY'S REPORT

The annual report, presented by the secretary (Mr. J. Macauley, Ph.C.), stated that the membership had been well maintained and that the finances were in a sound condition. They regretted to record the death of Mr. James Gillespie, one of the oldest members of the Society. On the Pharmaceutical Council they were ably represented by Mr. S. Gibson, Mr. J. F. Grimes, and Mr. W. Martin, assisted by Mr. Abernethy as pharmaceutical representative. It was a source of great pleasure to the Society to see that Mr. Gibson had been elected president of the Pharmaceutical Society of Northern Ireland, and Mr. Martin treasurer. Mr. Storey was to be congratulated on his re-election as president of the Belfast Wholesale Merchants' and Manufacturers' Association, and on his appointment as vice-chairman of the Ulster Tourist Development Association. A committee had been formed to establish a Benevolent Fund.

### TREASURER'S REPORT

The financial statement, presented by Mr. S. Gibson (treasurer), showed a substantial balance. It was decided, on the proposal of THE PRESIDENT, to subscribe £25 to the Benevolent Fund.

### REPORTS ADOPTED

Moving the adoption of the reports, THE PRESIDENT referred with regret to the death of Mr. Gillespie and expressed satisfaction at the prosperous condition of the Society. He had been pressed very hard to go back to the Council, he said, and he might do so. In regard to the debate with the Alembic Society on poison law he thought they should encourage such meetings. Trade was better all over than last year, but chemists now felt the effect of increased taxation and there was the prospect of a further increase. There had been a great increase of new chemists in both town and country, and it was alarming to see the number of students coming forward for examination. Steps ought to be taken to deal with the situation.

They had been watching very carefully the result of the new Pharmacy and Poisons Act in Great Britain, and the chemists over there did not seem to be at all satisfied with it. The Northern Ireland Government, he thought, had shown wisdom in seeing how it worked out in England before making a change in their own province. He had been examining their records. The first meeting was held in the Belfast Chamber of Commerce on July 20, 1875. Those present were Messrs. William Eakin, Thomas McMullan, W. Cosgrave, James Ainlie, A. Chapman, S. Clotworthy and James Haslett. Mr. William Dobbin was in the chair, and it was agreed to form an Association under the title of the North of Ireland Chemists' and Druggists' Association. At a further meeting held in August 1875, Mr. William Dobbin was elected president and Mr. T. R. Walkington vice-president. Mr. James Haslett was appointed secretary, Mr. Thomas McMullan treasurer, with the following committee:—Messrs. W. Collins, W. Eakin, W. Cosgrave, J. Ainlie, J. Beatty, J. Hillecock, S. Clotworthy, A. Chapman, S. Gibson, C. T. Weir, D. Galbraith, J. McAdam, John S. Ward and John Acheson. At a later period the Chemists' and Druggists' Society of Ireland was formed.

MR. ROBERTS seconded the adoption of the reports.

### PRESIDENT RE-ELECTED

Proposing the re-election of Mr. Storey as president, Mr. GIBSON said the Committee had endorsed his renomination with the greatest unanimity, because they knew Mr. Storey was their most valuable asset.

MR. H. JOHNSTON seconded, and MR. MACAULEY supported, the motion, which was passed with applause.

In acknowledgment, MR. STOREY repeated what he had said last year, that this Society was his first love and it would be his last. It had accomplished a great deal for the trade in

the course of its history, and he felt sure that it would continue in that spirit of achievement. There was one thing they could be sure of: if ever they needed to take up any matter with any department of the Government they would receive the greatest attention and sympathy. In the days when they had had to fight for various concessions in their trade they had always been given a fair hearing, not only in Belfast but across the water, and their reputation had stood them in good stead. It was highly gratifying to him personally that they had again selected him as president. That was his eighteenth year of office, and he noticed that his predecessor had held office for a little more than that—for eighteen and a half years, a wonderful record. In return for their renewal of confidence he assured them that he was always at their service.

### OTHER OFFICERS AND COMMITTEE ELECTED

On the motion of THE PRESIDENT, seconded by Mr. DAVIS, the vice-presidents were re-elected as follows:—Messrs. F. T. Smith, Ph.C., W. E. Wilson, Ph.C., J. F. Grimes, Ph.C., S. Nevin, R.D., and C. Abernethy, Ph.C. Mr. J. Macauley, Ph.C., was re-elected secretary, and Mr. S. Gibson, Ph.C., treasurer. Mr. Busby was appointed on the Committee in the room of Mr. G. Johnston, and the others were re-elected: Messrs. W. T. Gordon, R.D., J. Guthrie, Ph.C., R. Hastings, Ph.C., R. A. Jamison, Ph.C., W. Martin, Ph.C., J. A. McRoberts, Ph.C., W. J. McKee, Ph.C., S. Orr, Ph.C., A. W. Stevenson, Ph.C., D. A. Taylor, Ph.C., R. McBurney, Ph.C., T. Unsworth, Ph.C., H. McQuitty, Ph.C., A. E. A. Davis, Ph.C., J. Gray, Ph.C., F. B. Donaghy, R.D., W. Gilmore, Ph.C., H. Johnston, Ph.C., E. A. Richey, Ph.C., and R. J. Groves, R.D. Messrs. W. Martin, Ph.C., and E. J. Roberts, Ph.C., were reappointed auditors. The president was re-elected representative on the Chamber of Commerce.

It was announced that the Haslett memorial medal had been awarded to Mr. John Joseph Murtagh, Arva, co. Cavan. The members were afterwards entertained to tea by the president.

## Items in Parliament

### POSTAGE RATES FOR PRINTED PAPERS

The Postmaster-General was asked when the regulations in the Post Office Guide were last revised, particularly those with regard to pre-paid rates for printed papers?

Major Tryon: All sections of the Post Office Guide are constantly under revision. The guide will appear in a more convenient and attractive form in September next, and I hope that the manner in which the regulations relating to printed papers are set out will make them clearer. If the hon. Member has any particular point in mind with regard to these regulations, I shall be glad to consider it.

### TRADE MARKS IN CHINA

The Secretary of State for Foreign Affairs was asked whether he was aware of the dissatisfaction of British firms trading in China owing to the imitation by Chinese of trade marks owned by British firms and registered in China; and whether he would take steps to prevent this?

Viscount Cranborne: Yes, Sir. The matter will continue to receive close attention, and all possible steps will continue to be taken to protect the interests of British firms. . . . Frequent representations in the interests of British firms were made by His Majesty's Ambassador before the Chinese Trade Mark Law actually came into operation, and in July last the attention of the competent department of the Chinese Government was again drawn to the particular point raised by my hon. Friend. . . . I have not heard of any further development, but I will make inquiries.

LEAGUE OF NATIONS.—A report of the United Kingdom delegates to the seventeenth assembly of the League of Nations has been issued (price 9d.) by H.M. Stationery Office.



# Pharmaceutical Uses of Stainless Steel

A RATHER smaller audience than usual attended the London evening meeting of the Pharmaceutical Society on March 9, when the lecturer was Dr. W. H. Hatfield, F.R.S., but the questions which followed his lecture showed that the subject was of considerable interest to members.

THE PRESIDENT, in introducing the lecturer, remarked that the subject of materials for pharmaceutical apparatus had not received from chemists generally the attention which it deserved. They had been content in the main to continue to use traditional materials. There were various reasons for this, including dislike of change, suspicion of the claims made for new materials, their experimental nature and initial high cost. They had an opportunity of learning about one of the most important materials—stainless steel—from Dr. Hatfield, who was one of the leading authorities on the subject. He asked Dr. Hatfield to deliver his lecture on

## The Uses of Stainless Steel for Pharmaceutical Apparatus

DR. HATFIELD stated that the advent of rust- and acid-resisting steels had been of considerable consequence in manufacture. He hoped to explain the subject from the standpoint of physical chemistry. Demonstrating the action of nitric acid of specific gravity 1.2 on ordinary steel and on drillings containing 75 per cent. of iron together with a chromium-nickel alloy, he showed that there was a considerable evolution of fumes from the first, but no action in the case of the second. The difference was due to the chromium-nickel alloy, and it might be said that stainless steel was "passive" to acid. In certain conditions, ordinary steel was not attacked by atmospheric corrosion, the chief condition being that it should be given a high polish. The discovery was made as early as the eighteenth century that steel with a coating of chromium was resistant to corrosion. Faraday, in 1830, suggested that the reason was the creation of an oxygen-containing layer. That this theory was not purely hypothetical was confirmed 100 years later, when the film was actually isolated in a Cambridge laboratory. This film was illustrated on the screen by means of a lantern slide, which was followed by other slides showing the results of corrosion tests on stainless steel, and the effect of adding various percentages of chromium or nickel or both in giving resistance to nitric acid, to sulphuric acid and to hydrochloric acid. Other slides showed the comparative corrosion resistance of steels containing a percentage of chromium; 18 per cent. of chromium and 8 per cent. of nickel; 18 per cent. of chromium, 8 per cent. of nickel and 2.5 per cent. of molybdenum, the last-named being practically unaffected by all acids. There were now available a whole range of rust- and acid-resisting steels, examples being that containing a percentage of chromium; Austenitic steel (containing 18 per cent. of chromium and 8 per cent. of nickel) and an intermediate alloy containing 16 to 20 per cent. of chromium and 2 per cent. of nickel. Austenitic steel was soft and ductile at high temperatures and had certain similarities with the non-ferrous metals. The steel containing 16 to 20 per cent. of chromium and 2 per cent. of nickel possessed high strength when hardened and tempered. Further comparisons on the screen between steels of various compositions were followed by slides illustrating the microstructures of mild steel forgings, stainless steels of various compositions and similar steels after rolling or softening. The effect of the addition of tungsten or titanium was described, and the tabular slides were followed by photographic illustrations of the applications of stainless steel in essential oil stills, steam-jacketed pans, vinegar stills, storage tanks and barrels, vacuum filters, etc.

## Discussion and Vote of Thanks

MR. SKINNER said that he had been called on two years ago to deal with stainless steel shelves in a surgical theatre, and had found that trouble was experienced from stains due to mercuric chloride, mercuric iodide and hydrogen peroxide solutions. With stainless steel knives and spatulas his difficulty had been to secure resilience, but he felt that the difficulty had been resolved by the lecturer's information.

THE LECTURER replied that in the surgery it was obvious

that absolute cleanliness was essential, and the onus was rather on the user than on the steel. Liquids should not be permitted to remain on the shelves.

DR. LINNELL paid a tribute to the clarity of the lecture. A difficulty he had encountered was to make a chemical laboratory look respectable half-way through the term. The chief nuisances were tripods, retort stands and the like. He had been trying to obtain corrosion-resistant apparatus in different types of stainless steel, but had met with no success as yet. Tripods became rusty after about five weeks. He thought the trouble was probably due to concentrated hydrochloric acid in the atmosphere, and asked whether there was any type of stainless steel suitable for his special purpose or whether there was any method of treatment of the stainless steel during use which would keep it bright.

DR. HATFIELD replied that the properties of stainless steels were not equal to the atmosphere of a chemical laboratory. It would be appreciated that in a laboratory many of the corrosive substances settled on the apparatus in the form of a dew and evaporation caused concentration of the materials, virtually making resistance necessary to corrosive fluids at all strengths. This, of course, was not claimed for stainless steel.

MR. H. BERRY put before the lecturer the point of view of the pharmacist in the dispensary. Most dispensing balances had a glass pan, he said, which though perfect was liable to become chipped. Brass had many complications and stainless steel had appeared to hold out promises. His experience, however, had been that stainless steel pans were not successful when used in weighing mercuric chloride or iodine. He had found that no damage was done if the weighings were completed within the period of three minutes, but it was impossible to preclude carelessness. Platforms of stainless steel had not been greatly successful. On the other hand, evaporating basins and vacuum pans in constant use for five years were still in perfect condition.

MR. F. C. J. BIRD (who, the chairman pointed out, had been Bell scholar in 1880), inquired about the method of joining sheets of stainless steel. Was it possible, he asked, in a further question, to produce instruments with a keen cutting edge which would endure? The lecturer replied that the method of joining was by welding and that adequate hardness could certainly be obtained in cutting instruments provided the tool was made by intelligent craftsmen.

MR. H. DEANE remarked that he had noticed that one of the slides referred to the corrosion of stainless steel by calcium brine. As he had stainless steel containers in use in refrigerators where they were in contact with calcium brine, he was concerned to know whether the containers were likely to collapse without notice.

DR. HATFIELD replied that it would be necessary to examine the problem on its merits.

MR. RAE asked for the length of time the corrosive solutions had been in contact with the alloys in the experiments described by the lecturer. It occurred to him that certain vessels might be suitable for manufacture but not for storage.

DR. HATFIELD replied that the resistance experiments had been in such great number that the standard period was of necessity comparatively short, but that some experiments had been carried out over a period of so long as fourteen years.

MR. BROWN inquired the effect of heat on stainless steel crucibles containing fused sodium hydroxide. The lecturer emphasised that stainless steel was unsuitable for use in crucibles.

MR. BERRY proposed a vote of thanks. He suggested that pharmacists should pay more attention not only to stainless steel but also to other new substances such as artificial resins and transparent wrapping materials.

MR. EVANS, in seconding the vote of thanks, inquired as to the effect of infinitesimal amounts of stainless steels taken into solution in contact with living organisms. The lecturer, in acknowledging the vote of thanks, said that experiments had already been begun on the effect of traces of metal upon solutions of various kinds.

NOT WHAT WAS MEANT.—A Liverpool chemist recently received a letter regarding a prescription. It read: "I am glad to say I am a good deal better. If you would send me one more box of — I think it would finish me."



# British Chemical Industry in War

IN the course of his presidential address at the recent annual meeting of the Institution of Chemical Engineers in London, Dr. Herbert Levinstein gave an informative account of the part played by the British chemical industry in the war of 1914-18. In 1914, he said, war was not expected by the chemical industry here. This was not the case in Germany, where thoughts of war were never far away and talk of war was frequent. Picric acid (lyddite) was the high explosive of the Army. Small quantities of T.N.T. had been purchased by the War Office, but from abroad. Torpedo heads and mines were filled with guncotton. Naval and military uniforms and the Mills' equipment were at first dyed with German dyes. When T.N.T. was adopted by us as a high explosive during the war, following the German example, there was practically no established manufacture in this country. It was necessary for the War Office to see what industry could do, and at their request the Board of Trade investigated the possibility of increasing the supply and securing the necessary raw materials. At that time the requirements of high explosives were estimated to be approximately 1,400 tons per month. In January 1915, after five months of war, five firms were engaged in its manufacture with a total monthly output of approximately 130 tons. T.N.T. was being made by two firms, with a monthly production of 35 tons. From these small beginnings grew the great department of high explosives supply at Storey's Gate. Dr. Levinstein reminded his audience of the great service rendered to the Allied cause by the Dupont Co. of America.

## Details of Manufacture

As time went on we were able not only to meet our own requirements but also to help our allies. All methods for making picric acid involved the use of benzene; all but one, the use of phenol. The phenol obtained from coal tar proved in this country, as also in Germany, insufficient, and plants for the synthetic product were erected by various concerns under the direct auspices of the Department. Five private firms and three Government factories (one of which never came into real production) were engaged in making synthetic phenol. No less than ninety-eight firms were contractors for supplying benzol, toluol and carbolic acid crystals. By November 1916, there were seventeen makers of picric acid in this country, and the production was 449 tons per week or 1,800 tons per month. In regard to T.N.T., Dr. Levinstein said that very considerable difficulties were at first experienced, not in placing contracts for the supply of T.N.T., but in obtaining delivery from inexperienced ignorant people. In due course some of these works were taken over and administered by the Government. Altogether sixteen private firms were employed in making T.N.T. as well as twelve Government factories. In November 1916, over two years after war was declared, a weekly output of 1,080 tons of T.N.T. was produced from seventeen sources. Naturally, the gas companies were asked to strip their gas of benzol. The amount of toluene obtained in this way would have been quite inadequate for the manufacture of the above quantities of T.N.T. Here the Dutch came to our assistance. A fraction of Borneo petroleum contained about 55-60 per cent. of toluene, which could not be separated by fractional distillation. On nitration to the mononitro body only the toluene in the fraction reacted. The mononitro toluene could be separated from the unreactive paraffins very simply.

The most important high explosive used towards the latter end of the war was amatol. Amatol consists of a mixture of ammonium nitrate and T.N.T. in varying proportions, the 80-20 mixture being largely used. The double decomposition of calcium nitrate with the ammonium chloride liquor obtained in one phase of the ammonia-soda process was the method first used in the manufacture of ammonium nitrate. The first contracts for ammonium nitrate gave a weekly output of about 150 tons. With increased plant and the erection of new factories, the weekly output reached the imposing figure of 3,000 tons per week. To-day, continued Dr. Levinstein, when atmospheric nitrogen was converted at Billingham into ammonia, and nitric acid was made by the oxidation of ammonia, all the raw materials for this explosive were found here in limitless profusion.

Fuming sulphuric acid, christened during the war "oleum," by which name it was known in Germany, was astonishingly lacking in this country. There was a Mannheim plant at Clayton; Nobel's had their Tenteleff plant; there was Messel & Squires' famous firm in London. He was perfectly clear, however, that before the war if we wished to buy oleum from anybody, it came from Germany. Shiploads of oleum, packed in drums, had therefore to be obtained from America. We became independent of oleum only in the early part of 1916, after a year and a half of war. The national factories put up Grillo plants burning exclusively sulphur, not pyrites. The advantage of sulphur was the saving of cargo space and that one could erect such plant without knowing how to design a plant to purify the burner gases obtained from pyrites, to prevent the catalyst being poisoned, a very material consideration. There was little experience here in making chemical plant. Nearly everything had to be specially designed: little standard plant was available, and few well-trained chemical engineers could be obtained. The colossal size of some of the large national factories which were erected towards the close of the war will scarcely be realised by those who never saw them. Gretna was nine miles long, and 30,000 men were engaged at one time in its construction.

## German Chemical Industry in 1914

Some years prior to the war the great companies of *Farbenfabriken vorm. Friedrich Bayer*, the *Badische Anilin und Soda Fabrik*, and the *A.G.F.A.* formed a combination, and another group was formed by *Meister Lucius and Bruning*, the *Casella* and the *Kalle* companies. At once, therefore, the German Government had the nucleus of a strongly centralised and organised industry for the chemical side of the production of munitions of war. During the war these two groups amalgamated and the combination was further strengthened by the inclusion of the *Chemische Fabriken Griesheim Elektron*, the *Chemische Fabriken vorm. Weiler ter Meer*, the *Leonhardt Co.* and some smaller concerns, and the great combine now famous as the *I.G. (Interessen Gemeinschaft)* came into being. This centralisation of authority in an industry of such great importance in time of war proved to be of the utmost value to Germany. There can be no doubt that it enabled her to continue hostilities in spite of the blockade. It did not appear that Germany mobilised her dye factories for war service until some time after the outbreak of hostilities, many of the chemists having been called to the colours. Germany was indeed dependent on her dyestuff plants for power to continue at war. The principal but far from sole example of this was the development of the *Bosch-Haber* process for the production of ammonia from the nitrogen of the air. At the time of the Armistice Germany had the most perfect and up-to-date factories ready to start on civilian production, and there can be no doubt that these elaborate works were definitely designed to ensure that Germany, after her expected victory, would be able to assume complete control of the world's chemical markets.

Referring to the present position in Great Britain, Dr. Levinstein said that since the war there had been several developments of importance in the organisation of chemical industry. The first, and the most important, was the formation of the *I.C.I.* in 1926, with a capital of £65,000,000. Another development was the formation of the *Institution of Chemical Engineers*. This was a direct outcome of the war. In concluding, Dr. Levinstein said, "We are not so unprepared in all matters as may sometimes be thought. At least, in the chemical industry we are stronger in every branch; more compact in structure, more complete in scope, with large units ably directed."

A NEGATIVE ANSWER.—"As it has been held by the Minister of Health that he does not regard it as being within his functions to determine whether a person supplying drugs complies with the provisions of Section 8 of the *Pharmacy and Poisons Act, 1933*, there seems to the subcommittee little point in the Committee subscribing to the proposed correction service to be instituted by the *Pharmaceutical Society* as any action taken by the Committee in this connexion would be almost sure to be annulled on appeal to the Minister."—"*Journal of the Naoctic*," March 1937.



## Trade Notes

**MERCURIAL PRODUCTS.**—Evans Sons Lescher & Webb, Ltd., inform us that it has been found necessary to increase the cost of mercury ointment and hydrarg. c. creta. A circular letter giving details of the new prices has been issued.

**ATTRACTIVE RATES FOR PROFIT.**—Freke & Co. (Chemists), Ltd., 378 Coldharbour Lane, Brixton, S.W.9, are offering satisfactory rate of profit on tonic and condition powders for dogs and cats. Show material is available, and further details are obtainable on request.

**CUTEX NAIL BEAUTIFIER.**—J. C. Gambles & Co., Ltd., 211-215 Blackfriars Road, London, S.E.1, have issued a new preparation in the Cutex series described as nail beautifier. This product is issued as a cleanser of nails, cuticle and finger-tips, and as a result of its oleaginous nature is useful in overcoming nail brittleness. A showcard has been recently issued to assist the sales of this product. Further details may be obtained on application.



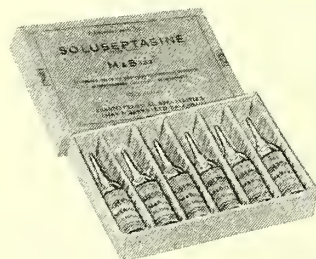
**BRITISH-MADE ROLL FILMS.**—Ipa Westminster, Ltd., 8, 10 and 12 Lambeth Palace Road, London, S.E.1, announce that they support chemists by liberal discounts, advertising and show material. A free sample of Westminster fastest roll film may be obtained on application.

**HEAT CHART.**—J. H. Sankey & Son, Ltd., Pyrama Dept., Iford, Essex, have sent us a specimen of the latest revised Sankey heat chart. This is mounted on thick card and corded and can be displayed for permanent reference. Copies may be obtained on application.

**HALMAGON.**—Tonicity Laboratories, Ltd., 20-24 Emerald Street, London, W.C.1, have introduced a family economy box which is specially attractive not only to purchasers but also to the chemist. A booklet entitled "Life in Full Measure" is assisting materially sales of this product, and a second edition is now in the press. Further details are given in our advertisement pages.

**NEW SCHOLL PRODUCT.**—An addition has been made to the wide range of Dr. Scholl products in Borolin bandages, which are a useful combination of waterproofed adhesive plaster and protective pad. This dressing is suggested for use in the treatment of cuts, abrasions, boils, etc. They are easy to use, handy and safe. This product presents an efficient first-aid dressing and can be carried in the handbag for immediate use in cases of minor injuries. They are issued in attractive window packets. Further details may be obtained on application to the Scholl Manufacturing Co., Ltd., 190 St. John Street, E.C.1.

**MAY & BAKER NEW SPECIALITIES.**—An announcement is made this week elsewhere in this issue of a new preparation issued by Pharmaceutical Specialities (May & Baker,) Ltd., Dagenham, described as Soluseptasine, a colourless



injectable anti-streptococcal drug. It is chemically described as disodium para ( $\gamma$ -phenylpropylamino) benzenesulphonamide- $\alpha$ - $\gamma$ -disulphonate. It is stated that Soluseptasine is the first product of this type to be made which is suitable for parenteral administration. It is used either alone or in conjunction with Proseptasine (the first colourless oral anti-streptococcal drug to be presented to the medical profession in this or any other country). It is intended for the treatment of severe streptococcal infections. Further details may be obtained from the address given herewith.

**ASTHMA TABLETS.**—Thos. Christy & Co., Ltd., 4-12 Old Swan Lane, London, E.C.4, direct attention to the introduction of a new product—Sanolen brand asthma tablets.

**CHEMISTS' SHOP FRONTS.**—Rudduck & Co., 219 and 227 Old Street, London, E.C.1, invite chemists' inquiries for designs and estimates for chemists' shop fronts and interior fittings. Messrs. Rudduck have specialised for many years in this department of shopfitting.

**EASTER DISPLAY.**—Bourjois, Ltd., Queen's Way, Croydon, direct attention to two of their specialities for Easter display in the form of Easter eggs presenting Evening-in-Paris perfume and Cologne. These products are widely advertised to the public, and chemists are invited to look to their supplies.

**BONUS OFFERS.**—Addis Brush Works, Hertford, who claim to be the oldest firm of tooth brush makers in the world, are offering a sales showcard complete with three brushes given free with each three-dozen parcel.—Hallex tooth brushes, which are made in England by the British Xylonite Co., Ltd., Hale End, E.4, also make a bonus offer, details of which are given elsewhere in this issue. Hallex brushes are being widely advertised in the Press.

**WARBLE FLY.**—In accordance with the requirements of the Warble Fly (Dressing of Cattle) Order, 1936, a special derris powder dressing must be applied between specified dates. Burgoyne, Burbidges & Co., Ltd., London, E., direct attention in this issue to their warble fly powder, each packet of which is sufficient for one quart of wash to treat twenty-five to thirty cattle. In addition a dysentery specific for lambs is issued by this company.

**ATTRACTIVE DISPLAY MATERIAL.**—Aspro, Ltd., Slough, Bucks, have sent us a selection of their attractive showcards for furthering the sales of Aspro. One is illustrated on this page. Supplies of display material may be obtained on request.



**DIGESTIVE MINTS.**

—Paramount mints, advertised in this issue by Paramount Products, Ltd., Britannia House, Bradford, are guaranteed to be free from sulphur dioxide or other bleaching agents and are prepared in a model factory by experienced confectioners supervised by qualified chemists. A quick service from ten depots is promised. Further details are given in this issue.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1937, p. 338.

(From "The Trade Marks Journal," February 10, 1937)

"KAYROX"; for medicated capsules for rheumatism, etc. (3). By Kayrox, Ltd., 57 Chancery Lane, London, W.C.2. 573,753.

"THE OLD MAIDS"; for medicines (3). By C. E. Clarke & E. A. Clarke, 29 Alder Grove, Dollis Hill, London, N.W.2. 574,280.

"ANOXIN"; for all goods (3). By Parke, Davis & Co., 50 Beak Street, London, W.1. 574,396.

Label designs for "EAU DE COLOGNE DOUBLE." By J. M. Farina Jülichplatz No. 4, Jülich Platz, Cologne, Germany. 573,010/011/012. (Associated.)

"SPEEDWAY"; for hair fixatives (48). By Pannett & Neden, 206 Stewarts Road, London, S.W.8. 573,155.



## Births

Notices for insertion in this column must be properly authenticated.

**FOOTITT.**—At the Royal Northern Hospital, London, N.7, on March 5, Ivy, wife of Albert Edward Footitt, Ph.C., 99 Nelson Road, Hornsey, N.8, of a daughter.

## Deaths

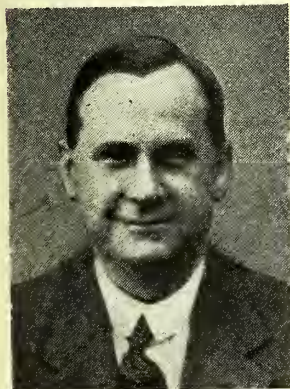
**COWLEY.**—On March 4, Clara, widow of Mr. H. W. Cowley, chemist and druggist, 18 Alfretton Road, Nottingham.

**HAWKINS.**—On March 5, Elizabeth Jane Hawkins, wife of Mr. H. G. Hawkins, M.P.S., 546 High Road, Streatham, London, S.W.16.

**MACSWEENEY.**—At his residence "Geraldine," Victoria Road, Cork, on March 7, Mr. Eugene MacSweeney, M.P.S.I. Mr. MacSweeney, who passed the Licence examination in 1890, became a prominent worker in Cork. This was evidenced by his work in founding the Cork Publicity Association, which sponsored civic carnivals as a result of which shoppers from all over County Cork and Munster were attracted to do their buying in Cork. Mr. MacSweeney also held office as president of the Cork Rotary Club. He leaves a widow, two sons and two daughters.

**NICHOLAS.**—We regret to record that Mr. A. M. Nicholas, director of Nicholas Proprietary, Ltd., Australia, passed away at Melbourne, Australia, on February 26, aged fifty-five. He and his brother, Mr. G. R. Nicholas, were responsible for founding the Aspro organisation. A prominent figure in business circles, Mr. Nicholas was also a public benefactor on a very generous scale. Wesley College, Melbourne, was rebuilt by him and his brother at a cost of about £200,000. In addition, he made large donations for the establishment and endowment of hospitals, laboratories and children's welfare centres. Mr. Nicholas had also a large circle of friends in this country, to which he was a frequent visitor. He is survived by a widow and two children.

**YOUNG.**—At Consgar, Letchworth Road, Leicester, on March 4, Mr. Arthur Edward Young, Ph.C., a director of Youngs (Chemists), Ltd., 42 Belvoir Street, aged fifty-four. Mr. Young was one of three brothers, all of whom were pharmaceutical chemists. He attended Leicester Technical School (as it was then known) and later studied in London. In 1905 he won the Pereira Medal of the Pharmaceutical Society, as one of his brothers had done five years earlier. Since 1920 he had been a member of the English Board of Examiners of the Pharmaceutical Society, and for several years he was a member of the Executive of the National Pharmaceutical Union (in 1926-27 chairman). To him fell the task of being a member of the Departmental Committee on the Poisons and Pharmacy Acts appointed by the Government in 1926, which submitted its report in 1930. Mr. Young signed this report subject to a reservation. At the Leicester meeting of the British Pharmaceutical Conference in 1926 he was chairman of the Local Executive. He had for several years been a director of United Chemists' Association, Ltd., Cheltenham. It is in Mr. Young's association with pharmacy in Leicester that he will be most missed, particularly at the School of Pharmacy of the College of Technology. For many years he had been chairman of the advisory committee of the School, and more recently a member of the College Committee. In 1908 he was responsible for the first apprenticeship scheme in pharmacy produced in conjunction with the Leicester Chemists' Association. For a long period he was a member of Rotary (in 1930-31 president). He leaves a widow and two daughters.



MR. A. E. YOUNG, PH.C.

There was a large congregation at the funeral service, held at St. Anne's Church. Among those present were Mr. F. Purse (president of the local branch of the Pharmaceutical Society), Mr. F. H. Clarke (secretary), Mr. S. S. Squires, Mr. H. W. Clear, Mr. T. E. Mellor, Mr. J. Spiers, Mr. G. H. Rimmington, Mr. E. B. Ward, Mr. Westhead, Mr. A. Chamings (head of the School of Pharmacy, Technical College), Mr. C. Gunn and Miss L. A. Kay (members of the staff), Mr. F. T. Wilby and Mr. J. Hague (members of the Executive of the National Pharmaceutical Union), Mr. F. W. Adams (assistant secretary of the Pharmaceutical Society of Great Britain), Mr. H. Miller (United Chemists' Association, Ltd.), Mr. G. W. Evans and Mr. C. H. Griffiths (directors), Mr. P. J. Radford (secretary), Mr. H. N. Bream and Mr. Hartigan (A. de St. Dalmas & Co., Ltd.), Mr. L. W. Kershaw (principal of the College of Technology), Mr. E. Wand and Mr. A. Wand.

## Personalities

A LETTER protesting against the recommendations in the report of the Select Committee on Patent Medicines has been sent to the Chancellor of the Exchequer by Mr. Harold Matthews, Ph.C. (Matthews Laboratories, Ltd., Bristol).—References to the fact that nearly all the company's products would be affected if the Committee's recommendations were accepted were made by the chairman, Mr. G. H. Young, at the recent annual general meeting of McClure, Young & Co., Ltd., London, N.W.10.

MR. T. EDWARD LESCHER, chairman of the Liverpool Chamber of Commerce and the British Pharmaceutical Conference, has been elected a vice-president of the newly formed University of Liverpool Commerce Association, the aims of which are to bring scientific knowledge to bear on commercial problems. At the first of a series of fortnightly luncheons on March 4, when the movement was inaugurated, Mr. Lescher said that industry had come to recognise the importance of scientific research, but business men had not yet learned the value of a university training in commerce. It was of tremendous importance in business to have men who not only were specialists, but who had wealth of knowledge and breadth of vision.

## Coming Events

### Monday, March 15

*Waterloo, Seaford and Crosby Pharmacists' Association*, Jeffery's Café, 42 South Road, Waterloo, Liverpool, at 8.30 p.m. Meeting. Subject: "Sunday Rota."

### Tuesday, March 16

*North London Pharmaceutical Association and Branch of the Photographic Dealers' Association*, North Library, Manor Gardens, Holloway, N.7, at 8.30 p.m. J. E. Saunders, F.Z.S., on "Snapshotters' Blunders and the Way to Cure Them." Illustrated.

*Guild of Public Pharmacists*, 17 Bloomsbury Square, W.C.1, at 7.30 p.m. Members' night.

*Pharmaceutical Society, Birmingham and District Branch*, Grand Hotel, Birmingham, at 8.30 p.m. Mr. H. N. Linstead on "Medicine Stamp Duty and other Political Questions."

### Wednesday, March 17

*North London Pharmaceutical Association*, Connaught Rooms, Great Queen Street, W.C.2, at 7 p.m. Silver Jubilee dinner and dance.

*South-West London Chemists' Association and Branch*. Visit to Selo works (Ilford, Ltd.), Warley, Essex.

### Thursday, March 18

*Western London Pharmacists' Association and Branches*, Criterion Restaurant, Jermyn Street entrance, W.1, 8 p.m. to 2 a.m. "Coronation Year" supper-dance. Tickets, 8s. 6d. each, from Mr. Frank Noble, 342 Kilburn High Road, N.W.6.

*Manchester Pharmaceutical Association and Branches*, Winn's Café, Hanging Ditch, Corporation Street, at 8.30 p.m. Benevolent fund social. Tickets, including refreshments, 2s. 6d. each.

*Pharmaceutical Society, Peterborough and District Branch*, Angel Hotel, Peterborough, at 5 p.m. Mr. J. W. Atkinson (a member of the Society's Council) on "Current Pharmaceutical Topics." At the Angel Hotel, Peterborough, 7.45 p.m., dinner, 9.30 to 2 a.m., dance. Tickets, dinner and dance, 6s. 6d., dance only, 2s. 6d., from Mr. B. Wright, 26 Queen's Gardens, Peterborough.

### Friday, March 19

*Pharmaceutical Society, North Britain Branch*, 36 York Place, Edinburgh, at 8 p.m. Mr. David Ritchie on "Note on Eusol"; Mr. William R. Heading on "Modern Chlorinated Disinfectants"; Mr. J. Rutherford Hill on "Incompatible Mixture: Syrup of Tolu and Ammonium Carbonate."



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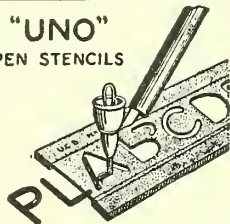
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PG1

## Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

|                                  |                                      |
|----------------------------------|--------------------------------------|
| H/10. Colsadent                  | B/10. Moltzo                         |
| B/10. Ivona wine                 | E/93. Pennington's benzoin skin soap |
| Z/83. Japanese metal pump sprays | H/10. Shayler's hair dye             |
| B/10. Leigh's cold cream         | U/10. Winter Shield remedies         |



# THE CHEMIST AND DRUGGIST

VOL. CXXVI.

March 13, 1937

NO. 2979

## This Unjust Report—II

IN last week's issue of *THE CHEMIST AND DRUGGIST* a general criticism was made in regard to the medicine-stamp duties report. It is now proposed to deal with the particular aspects of the report in order to assist the various branches of the trade to appreciate the force of the impact which this report, if carried into effect, will have. First of all with regard to the retail chemist. It is suggested that he be deprived of a privilege granted to him since 1783 of selling known, admitted and approved remedies without a stamp. In the early days he was judged to be worthy of a place among those who might be termed the professional workers in medicine. Now, however, he is to be removed and classified as a tradesman or a mere distributor who has spent no time or money in acquiring a specialised knowledge of drugs and their uses. For the privilege of appearing in this company, he is forced to pay a registration fee for his premises and a fee for his personal registration, a total of £2 12s. 6d. On the other hand, the shopkeeper who wishes to handle proprietary articles can do so on equal terms with the qualified chemist or registered pharmacist at the modest fee of 5s. per year. The first aspect of the report so far as the chemist in business is concerned, therefore, is that he loses on both counts, and so far as his gains are concerned, they amount to exactly *nil*. With no small degree of apprehension we gather that the parent body is, so to speak, "leaving no stone unturned" in presenting a case for the pharmacist. Experience tells us that since the famous Jenkin case of 1920, the Pharmaceutical Society have had a phenomenal losing run in their alleged attempts at improving the lot of those who should be able to look for protection and assistance in their calling. It would at this stage be undesirable to express any opinion as to the result of the efforts to be made by the official body. But let there be no mistake. The existence of pharmacy as we know it to-day is threatened.

According to the views of laymen, which of course include those of Government officials, the chemist has a privilege in regard to the selling of dangerous drugs, certain poisons under the Pharmacy and Poisons Act, 1933, and the dispensing of National Health Insurance prescriptions. No member of the public ever believes that there is no financial reward worthy of mention in regard to these so-called privileges, but surely it is time that proof were forthcoming of the fact that they are not privileges but liabilities. Pharmacy has suffered and still suffers from the fact that there are too many warring factions within the ranks. There never was a time when unity was of greater importance than at present, if pharmacy is not to be extinguished in the not very far distant future. To what end does a member of the community qualify as a pharmacist? According to this report, it is to be responsible for the care of dangerous drugs and certain poisons, in the doing of which there is not the slightest possibility of obtaining an adequate return, and for the dispensing of insurance prescriptions at a beggarly rate of payment. It is essential for facts to be compiled and presented and

indeed be broadcast as to what is the actual reward for this responsibility. Laymen, Government officials and others constantly put the question: why do chemists undertake this work? This question is one which should be adequately answered, if it can be, by the official bodies.

Packaging of proprietary articles must of necessity undergo a change. At the present time, a chemist may sell a 1s. 3d. article unstamped, whereas the patent medicine vendor sells the same article at the same price with a 3d. Government stamp. The suggestion is frequently made that the destamping has benefited the chemist to the total value of the 3d. stamp. It is hardly necessary to explain to the trade that this is not so and that the chief beneficiaries are the manufacturers, although it has to be admitted that the chemist does obtain a small percentage. The fact that bazaars will now be able to sell 3d. and 6d. packages seems to open up wide possibilities. It has to be recognised, however, that the trading principles of bazaar-keepers in this country are not on a par with those of the average retailer, whether he is a chemist or not. As has frequently been pointed out in these columns, the bazaar-keeper is under no illusions as to why he is in business: he is out for quick returns and will select the articles in common demand and refuse to have anything to do with those articles which can be obtained from the chemist if they do not warrant attention. Whether many of the higher-priced proprietary articles can be repacked as 3d. and 6d. lines remains to be seen, but it does not follow that bazaars will always necessarily restrict their prices to the original levels at which they achieved their tremendous financial success. It is hardly likely that the keepers of the cheap bazaars would ever make application to be allowed to act as dispensers under the N.H.I., even if the department were under the control of a registered pharmacist. The reward is hardly tempting!

With the removal of the known, admitted and approved section under former Medicine Stamp Acts, it is evident that the chemist will lose the chief advantage which seems to be given him under Section 19 of the Pharmacy and Poisons Act. We refer to his right to counter prescribing. If the report is to be read strictly, it would appear that even a B.P. preparation handed over the counter with a recommendation from the chemist must also bear a stamp. Strenuous opposition must be made to any such suggestion. The 1933 Pharmacy and Poisons Act deprived the chemist of many rights and inflicted no small degree of hardship on him. It is unthinkable that another Act following close after should be permitted to deprive the chemist of his last and one remaining privilege, namely to prescribe and sell his own medicine over the counter without having to stamp it.

The proposed new duties are undoubtedly a tax on the medicine of the poor, and if pharmacy were a strong enough trade, it could in fact raise certain political arguments which have been used in other directions. It does not follow, because a member of the public is entitled to so-called free medical attention, that he will visit a medical man. On the contrary, there are, in many districts of the country, chemists whose advice is freely sought by those who could have gratis attention from a medical man, and counter prescribing should be jealously guarded not as a privilege but a right.

Another point arising out of this report is that the proposed new method of taxation is no longer a tax on medicine. It is in fact a sales tax which lies most heavily



on the registered pharmacist. It may even be the beginning of a far-reaching system of taxation on sales. Luxury taxes are admissible in these days; but as medicine is not a luxury, it is surely incongruous that cameras, radio sets and other goods of this description should escape taxation, while suffering humanity is forced to pay heavily for a product intended to relieve pain or sickness. Against this, the argument may be put forward that an ethical product prescribed by a medical man does not come within this category; yet it is difficult to define the point where an ethical product becomes a commercial product. For instance, the public to-day are sufficiently intelligent to be able to order ethical products themselves. Are they to be stamped? If so, it will mean that the chemist will have to carry a stock of stamps for application to such products when demanded over the counter. If once more the trade is bludgeoned by such legislation as this, it may be time to take stock of what exactly the chemist is paying for, not only in examinations and fees but in annual subscriptions. He may also ponder over the future prospects of pharmacy and whether he or his successors will have to carry the enormous burden of paying for headquarters and a huge staff, of running various organisations associated with the Society at colossal loss, and he may well ask what he is going to do about it. The *laissez-faire* attitude of the average chemist in regard to those elected or appointed to look after their interests is fast drawing to a close.

### Boom in Metals

THE general and substantial advance in market values of the leading base and precious metals during the past three months is clearly indicated in the accompanying schedule. The increases in the prices of these products, in some instances in the neighbourhood of 100 per cent., will, in the ordinary course of events, and in varying degrees, be reflected in the sales prices of the relative chemical products. In some cases the market quotations for the chemical products move in sympathy with the metal, as, for instance, in red and white leads. In December, red lead was quoted at £36 10s. per ton for 1 to 2 ton lots; to-day the price is £49 per ton, for the same quantity. Copper sulphate was about £17 15s. per ton, less 2 per cent. discount three months ago; the current figure is about £25 per ton.

| Product                       | December 12,<br>1936 | March 11,<br>1937  |
|-------------------------------|----------------------|--------------------|
| Antimony, English Regulus ton | £76 to £77           | £85 to £86         |
| Bismuth, 99.9 ... lb.         | 4s.                  | 4s.                |
| Cadmium... ... lb.            | 4s. 9½d.             | 5s. 6d. to 5s. 7d. |
| Cobalt ... ... lb.            | 5s. 6d.              | 7s.                |
| Copper ... ... lb.            | £35                  | £77 10s.           |
| Lead ... ... ton              | £16 18s. 9d.         | £32 17s. 6d.       |
| Mercury ... ... bottle        | £12 17s. 6d.         | £14 6s. nom.       |
| Nickel ... ... ton            | £200                 | £180               |
| Platinum ... ... oz.          | £7 17s. 6d.          | £11 15s.           |
| Spelter ... ... ton           | £15 2s. 6d.          | £36 5s.            |
| Tin ... ... ton               | £218                 | £301               |

Zinc Oxide, B.P., has about doubled in price and is now reported at close up to £40 per ton, and the feared acute scarcity of the metal may well mean still higher prices for the salt. The rise in mercurials has so far been small in comparison with that recorded in the metal and the question

of adequate supplies of the latter is now causing some anxiety. Supplies in first-hands are comparatively negligible and second-hand holders are quoting from £20 to £22 per bottle. Cadmium sulphide shows an increase from 4s. 3d. per lb. to 5s. 6d. and 5s. 7d. per lb. The increases in values of the precious metals will, in due course, bring about an adjustment of sales prices for a wide range of research and analytical chemicals. The volume of sales of metals during the past three months has been much above normal and is no doubt due, chiefly, to the almost universal adoption of the policy of protective re-armament. This increased consumption has not yet reached the peak, but, already, supplies of some of the metals are unequal to the demand. This boom in metals is going to affect costs of production in other ways, as, for example, metal containers. In fact, packing and wrapping is going to be an item to which all producers will need to give constant consideration, for besides metals, card-board, wrapping paper, corks, and other packaging materials are all much dearer than they were at the end of 1936.

### Medical and Dental Registers

THE Medical Register for the year 1937 has just been issued (21s., Constable & Co., Ltd., 10 and 12 Orange Street, London, W.C.2) by the General Medical Council. The total number of names contained in the Register (on December 31, 1936) is 59,010, an increase of 649 on the number at the end of 1935 and of 1,469 on the average of the last five years. Registrations during the year number 1,905; this figure is 23 more than in the previous year and 142 more than the average for the past twenty years. The names of 1,304 medical men have disappeared from the Register during 1936 (260 more than the average for the past twenty years). The usual legal, statistical and other information is included in the volume. The Dentists Register for 1937, also issued by the General Medical Council (12s., Constable & Co., Ltd.), contains 14,706 names (14,505 in the previous year), of whom 8,036 are registered with medical, surgical or dental qualifications, and the remainder under the provisions of the Dentists Acts, 1878 and 1921. During the past twelve months 355 persons have been registered with qualifications and one under the Dentists Act, 1921. Dentists with registrable qualifications now number 54.64 per cent. of the total number on the Register. In addition seven Colonial and 107 foreign names have been added. The number of names removed from the Register is 520. The Local List at the end of the volume gives under town headings the names of the dentists practising in each place. An inset in this Register supplies a list of bodies corporate carrying on the business of dentistry on January 1, 1937, and of the directors and operating staffs of such bodies. The Lists of Medical and Dental Students Registered during the year 1936 show that 2,544 persons have during the twelve months been registered as medical students, and 356 persons as dental students. These figures are decreases of 59 and 80 respectively on the corresponding returns for the previous year.

### Recent Wills

MR. CHARLES JOSEPH BENNETT, Andromeda Villa, Formby, near Liverpool, chemist and druggist, who died on December 3 last, left estate gross value £7,061, with net personalty £7,008.

MR. BENJAMIN ALFRED SMITH, 73 Snakes Lane, Woodford Green, Essex, founder and senior director of B. A. Smith & Co., Ltd., chemical merchants, of 107 Upper Thames Street, E.C., died on November 26 last, aged seventy-three, leaving property gross value £5,343, with net personalty £2,875.

SIR HERBERT JACKSON, K.B.E., F.R.S., of 9 Parsifal Road, Hampstead, N.W., Emeritus Professor of Chemistry, London University, and Consultant to the British Scientific Instrument Research Association, President of the Institute of Chemistry 1918-21, who died on December 10 last, aged seventy-three, left £29,464, with net personalty £27,054.



## Zinc Protamine Insulin

IN a recent issue of "The British Medical Journal" (3974, 487) R. D. Lawrence and Nora Archer give details of clinical trials with zinc protamine insulin. At the outset they call attention to the likelihood of confusion in nomenclature in discussing insulin. The old insulin is injected in solution; the new insulins are injected precipitated in a suspension form. The following synonyms are already current:—

- I. Insulin hydrochloride in solution in weak acid, pH 3-4:  
 Old insulin. Quick-acting insulin.  
 Ordinary insulin. Soluble insulin.  
 Regular insulin.

- II. Precipitated compounds in suspension at neutral reaction, pH 7.2:

### Suspension Insulin

| Protamine Insulin                      | Zinc Protamine Insulin                                                                                                             |
|----------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| Leo "insulin retard" (commercial name) | Protamine zinc insulin                                                                                                             |
| Protamine insulinate                   | Canadian protamine insulin                                                                                                         |
| Danish protamine insulin               | Zinc protamine insulin suspension                                                                                                  |
|                                        | Protamine insulin (with zinc) suspension. (Form adjusted by the Ministry of Health and recently adopted by insulin manufacturers). |

The authors suggest that other synonyms are to be found.

The discoverer of zinc protamine insulin is D. A. Scott of Toronto, who had already worked on zinc insulin compounds for several years and had shown that crystalline insulin was a true chemical compound of zinc and insulin, zinc insulinate. When he turned his attention to protamine insulin compounds he found that when entirely freed from traces of zinc and allied metals they were no more prolonged in action than the soluble insulin hydrochloride. The addition of traces of zinc and the adjustment of the pH to 7.2 produced a zinc protamine insulin compound in suspension which was more stable and more prolonged in its action than any previously discovered. This has been proved experimentally both in men and animals, and the authors find the length of action roughly proportional to the size of dose. The exact chemical nature of the precipitated compound—whether a true salt or merely an indeterminate grouping—is not known. Fortunately it is sufficiently stable to be issued in suspension in one bottle ready for injection. This is an important advance on previous protamine compounds, which had to be issued in two bottles—the buffer separate from the protamine insulin—and mixed by the patient before use. The new compound is a stable fine suspension which sediments on standing; the bottle therefore requires shaking before injection to ensure a uniform suspension. So far only one strength, 40 units per c.c., has been prepared, but the authors think 80 units per c.c. will also be necessary. They consider that careful study of each case is essential. They conclude, so far as their experience goes, that most severe diabetes can be well controlled and the patient maintained in excellent health by one injection a day, either of zinc protamine insulin suspension alone or with the addition of some soluble insulin. The initial stages of such treatment should be carried out under close observation.

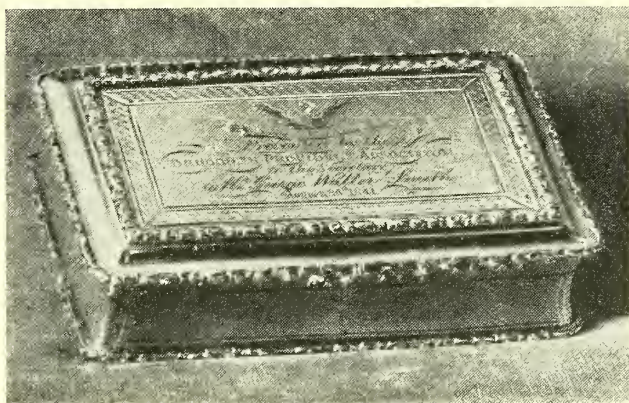
(The Council on Pharmacy and Chemistry of the American Medical Association has adopted the following specification of "protamine zinc insulin":—"Each c.c. contains 40 units of insulin together with from 0.30 to 0.50 mgm. of protamine and from 0.08 to 0.10 mgm. of zinc. The preparation contains in addition sufficient disodium acid phosphate to maintain its hydrogen ion concentration at not more than that corresponding to pH=7.1 and not less than that corresponding to pH=7.4. This buffering agent, in terms of its anhydrous salt ( $\text{Na}_2\text{HPO}_4$ ), represents not less than 0.15 per cent. and not more than 0.20 per cent. of the final product. The preparation also contains approximately 1.6 per cent. of glycerin as an agent for achieving of isotonicity, and 0.20 per cent. of cresol or 0.25 per cent. of phenol as a preservative.")

**CRUDE COD-LIVER OIL FOR WOUNDS.**—In a recent communication to "The British Medical Journal" (3968, 169), M. B. Daver suggests, after giving reports of cases, that crude cod-liver oil has some healing property for skin, tissues and even bones, and that it seems to be better for this purpose than refined cod-liver oil.

## A Unique Memento

THE snuff-box shown in the accompanying illustration is of considerable historical interest. It bears the Birmingham hall-mark of the year 1838 and measures  $3\frac{3}{8}$  in. by  $2\frac{1}{4}$  in. by  $\frac{7}{8}$  in. On August 30, 1841, it was presented to George Walter Smith by the Druggists Provident Association, of which he was secretary. It bears as crest a phoenix, with the motto "Spectemur agendo," freely translated "Let us be judged by our actions." The use of the phoenix in pharmacy dates back to the eighteenth century, if not further: in our Special Issue of July 10, 1926, for instance, we reproduced a chemist's trade card of the year 1787 displaying this emblem.

The identity of George Walter Smith is not difficult to fix. In Bell & Redwood's "Progress of Pharmacy" there are several references to him, beginning with the movement brought into existence by the notorious Hawes Bill of 1841. Bell and Redwood tell us (p. 89 of the book): "The credit of drawing the attention of the trade to this Bill is due to Mr. [Robert A.] Farmar, Mr. G. W. Smith, and Mr. [George] Baxter, who met several times to consider the subject, in



By courtesy of Walter H. Willson, Ltd.

company with a few of their friends." Smith (who, we learn from another passage in the same book, was at that time an assistant to a wholesale druggist) moved one of the resolutions passed at a meeting of chemists held at Farmar's house on February 10, 1841, and was appointed "secretary pro tem." for the purpose of convening a meeting at the Crown and Anchor Tavern, Strand, on the 15th of the same month. William Allen, who was asked to preside, sent a letter apologising for absence but consenting to join any committee that might be formed. Smith, Farmar and Baxter were elected to the same committee; and their names appear among those of the committee set up at the better-known meeting on April 15, when the Pharmaceutical Society was formed. Before the meeting took place they made it their duty to call on "the more prominent and influential members of the trade, both wholesale and retail," but with due modesty "made no attempt to put themselves into a more prominent position than that of zealous agents and assistants."

The "List of the Founders of the Pharmaceutical Society of Great Britain" printed on pp. 363-386 of the first volume of "The Pharmaceutical Journal" gives the names R. A. Farmar and G. W. Smith as secretaries. Bell and Redwood state that their work was done in an honorary capacity; but about this time (January 1842) Farmar disappeared from the record and Smith became the first salaried "resident secretary" of the Society, a title still used in Scotland. On the passing of the first Pharmacy Act in 1852 he was appointed registrar in addition. He was evidently a diligent official, as we find him writing a letter to the editor of the Society's Journal on August 23, 1854, warning chemists of the risk of incurring liability to medicine-stamp duty by injudiciously worded labels. In 1856 he retired and went to live at Brighton, where he died on May 24, 1860. We have not been able to trace a mention of the Druggists Provident Association in directories of the period, and it is possible that its work was carried on from a private house.



## Sensitivity to Aspirin

A STUDY of hypersensitivity to aspirin, based on sixty-two cases observed at the Mayo Clinic and reviewing the literature of the subject, appeared in a recent issue (108, 6, 445) of "The Journal of the American Medical Association." The authors, L. E. Prickman and H. F. Buchstein, remark at the outset that the incidence of hypersensitivity to this substance is probably much higher than is usually supposed. They give the following table of the allergic reactions of the sixty-two patients mentioned:—

|                                                     | Patients | Per cent. |
|-----------------------------------------------------|----------|-----------|
| Asthma ... ..                                       | 38       | 61.2      |
| Urticaria and angioneurotic oedema ... ..           | 12       | 19.3      |
| Vasomotor rhinitis ... ..                           | 3        | 4.8       |
| Urticaria with severe abdominal cramps ... ..       | 1        | 1.6       |
| Urticaria and purpura ... ..                        | 1        | 1.6       |
| Asthma and angioneurotic oedema or urticaria ... .. | 2        | 3.2       |
| Gross purpura ... ..                                | 1        | 1.6       |
| Abdominal cramps and salivation ... ..              | 1        | 1.6       |
| Asthma and vasomotor rhinitis ... ..                | 2        | 3.2       |
| Asthma and abdominal cramps ... ..                  | 1        | 1.6       |
|                                                     | 62       | 100.0     |

The question whether hypersensitivity to acetylsalicylic acid is congenital or acquired is of theoretical and considerable practical importance. Karunarathne reported the case of a man of thirty-two who, so far as could be determined, had taken acetylsalicylic acid only twice during his life. Both times he experienced violent reactions. Among the authors' patients there were fifteen who believed that their first encounter with acetylsalicylic acid was followed by an allergic reaction of some sort. Unfortunately, one cannot be certain that these patients had not taken acetylsalicylic acid previously. Most of them, and many of those reported in the literature, had taken the drug many times without ill effect. Coke concluded that this hypersensitivity was always acquired; he believed that it affected those who took the drug in considerable quantity and then went for a long time without taking it. The histories of the sixty-two patients do not bear this out. In no instance in this series of cases or in those reported in the literature was more than one member of a family sensitive to acetylsalicylic acid. Very little concerning the actual mechanism of drug allergy is known. Van Leeuwen assumed that the allergic action of a drug is only an "augmenter action" on other subliminal reactions going on in the body. Perhaps the most significant observations are those of Landsteiner and Lampl, who have more than once pointed out that simple chemicals can combine with proteins to form new compounds which have specific immunologic properties. Sensitivity to drugs is remarkably specific as a rule. An individual may be hypersensitive to one drug such as acetylsalicylic acid and yet take with impunity closely related drugs such as salicylic acid, methyl salicylate and also compounds containing radicals common to acetylsalicylic acid, such as benzoic acid and sodium acetate. Van Leeuwen found that his patients were often sensitive to other drugs, such as phenobarbital, amidopyrine, antipyrine, sodium salicylate and barbitol.

### Treatment

The treatment of the patient with a reaction following the ingestion of acetylsalicylic acid is chiefly symptomatic and dependent on the nature and severity of the reaction. Repeated hypodermic injections of epinephrine will in most instances be found useful, although entirely ineffectual for some of the worst reactions. The experience of one of the authors' patients in obtaining very satisfactory temporary relief by the repeated ingestion of a solution of sodium bicarbonate suggests that it be tried in other cases. To be effective, the solution of sodium bicarbonate should be given very early, at which time, if there are no contra-indications, gastric lavage might also be considered. If any acetylsalicylic acid remains in the patient's mouth at the time of the reaction, in addition to its prompt removal Duke advised rinsing the mouth repeatedly with a solution containing 4 c.c. of dilute acetic acid or vinegar to a glass of water. Not infrequently it will be necessary to use oxygen, and possibly a mixture of helium and oxygen, such as was used for one of the patients to reduce the fatigue from hours of asthmatic dyspnea. The use of morphine does not relieve the asthma; it has a depressant effect and it would seem best to omit it in such instances.

## Recent Researches

### Phyllocladene

BAKER and Smith in 1910 described the first known crystalline diterpene isolated from essential oil of leaves of *Phyllocladus rhomboidalis*, which they named phyllocladene. L. H. Briggs ("Journal of the Chemical Society," 1937, 79) has examined the crystalline diterpene isolated from the essential oils of the leaves of *Phyllocladus alpinus* and *Avancharia excelsa*, and finds that it is identical with phyllocladene and with the diterpenes hitherto described as dacrene and sciadopitine, and with an unnamed diterpene isolated by Dr. Hosking from the leaf oil of *Dacrydium cupressinum*. Briggs found that the crude diterpene crystallised from alcohol in plates melting at 98°. The specific rotation in chloroform at 25° was +15.8°. Phyllocladene is isomerised to isophyllocladene by alcoholic sulphuric acid at 100°. This body melts at 108-109°, and has a specific rotation at 17°, in chloroform, +23.4°. Phyllocladene hydrochloride melts at 105-107° with slight decomposition. The nitrosochloride melts at 128° with decomposition. The nitrosate melts, with decomposition, at 129.5°.

### Shellac

Two papers, of considerably different value, have recently appeared on matters concerned with shellac. A noteworthy contribution to the biological aspect of shellac is Bulletin No. 24 of the Indian Lac Research Institute, Namkam, Burma, by Dorothy Norris, M.Sc., F.I.C. (principal and biochemist to the Institute). In 1930, experiments were started with a view to improving the methods of exploiting the Kusum tree (*Schleichera trijuga*) as a host for lac. As a result of those experiments, crop yield figures have been obtained for two hot weather crops, cut in July (Jethwi crop) and that cut in February (Kusmi crop). The experiments have been continued, and it has again been demonstrated that the utilisation of *Schleichera trijuga* (Kusum) as a host for lac on the original lines suggested gives highly successful results. Trees which were pruned in February 1930 were ready for a lac infection a year later, yielding a good crop in the following July. In July 1932 the trees were again ready for infection and gave a good crop in February 1933. In February 1934 these were once more ready for infection, yielding a good crop in July 1934. In July 1935 the trees, being again ready for infection, showed no signs of sickness or over-use, and the crop cut in February 1936 was excellent in quality. It is stated that although these experiments were started six years ago, they need to be carried out over a much longer period of time, as actually during the time of experimentation only two Jethwi and two Kusmi crops have been cut. The results already obtained will, however, be sufficiently revolutionary and striking to anyone familiar with the ordinary village methods used by the small farmers.

The other paper is by M. F. Taradoire ("Annales de Chimie Analytique," 1936, 285) on the analysis of lac. The method set out for the determination of resin in shellac will be described, and readers are referred for further information to the summary of all the publications on this subject, in Parry's work on shellac (*C. & D.*, 1935, 2, 522). According to Taradoire, the only method which gives satisfactory results is the reduction of mercuric acetate to mercurous acetate by the acetic acid contained in the resin. The sample is dissolved in glacial acetic acid, and allowed to stand for an hour at 50° and the mercurous acetate formed determined by a complicated method. It is extremely improbable that this method will ever be adopted by the shellac trade.

CO-OPERATIVE SOCIETY'S BAZAAR.—"The Grocer" of February 27 states that the Royal Arsenal Co-operative Society has established an "experimental" bazaar at Eltham, and contemplates opening others.

U.S. CHEMICAL EXHIBITION.—The sixteenth exhibition of United States Chemical Industries will be held at Grand Central Palace, New York, on December 6-11. Three floors of Grand Central Palace have been reserved. A feature will be a prize competition for a slogan typifying the rôle of chemical industries in modern life. Mr. Charles F. Roth will again be personally in charge.



# Forfeiture for Non-Payment of Rent

By a Barrister

THE law of forfeiture is full of intricacies, and the procedure which has to be observed has many pitfalls to beset the path of the unwary. Some practical hints as to the matters on which one should be on the look-out when dealing with such cases may therefore be of advantage.

A breach of covenant *per se* does not, of course, entitle the lessor to forfeit. The covenant must also be a condition; and it will have this effect if there is a proviso for re-entry or some other appropriate provision in the lease which will have the effect of converting the covenant into a condition, and thereby entitling the landlord to forfeit in the event of a breach.

Where it is proposed to forfeit on the ground of non-payment of rent, it will be necessary to examine the lease carefully in order to ascertain whether the necessity of making a formal demand for the rent has been dispensed with. Every well-drawn lease should contain a provision dispensing with the necessity of a formal demand for rent; but in practice one finds that there are quite a number of tenancy agreements, and in some cases even leases, from which a provision to this effect has been omitted. Where the necessity for a formal demand for the rent has not been dispensed with by the lease, a formal demand for the rent must first be made before any right to forfeit can arise, except in cases coming within Sec. 210 of the Common Law Procedure Act, 1852, a matter which will be considered later.

## Requisites of a Formal Demand

Certain requisites of the common law must carefully be observed in order that there may be a proper formal demand for the rent, and these requisites may thus be summarised:—

(1) The demand must be made by the lessor or his duly authorised agent.

(2) The demand must be made on the very last day up to which it is open to the lessee to prevent the forfeiture. Thus, for example, if according to the proviso for re-entry the lessor is entitled to forfeit if the rent remains unpaid for twenty-one days, the demand must be made on the last day of such twenty-one days, and it must be made neither earlier nor later.

(3) The demand must be made at a convenient time before sunset, and further, it must be continued actually or constructively until sunset.

(4) The demand must be made at the place specified in the lease as the place where the rent is to be paid; but if no such place is specified, then the demand must be made on the most notorious part of the demised land, e.g., at the front door if there is a building on the land, or if there is no building at the entrance gate to the land.

(5) Lastly, only the precise sum then due must be demanded. In this connexion it is to be noted that rent up to date cannot usually be demanded, because all of it will not be due at the date of the demand. Thus, if rent is payable on the usual quarter days and the last day of grace for payment of the Christmas quarter's rent is January 15, the demand must be only for the one quarter's rent, and not for the further rent in respect of the period from Christmas Day to January 15.

There are special rules governing forfeiture for non-payment of rent in those cases which come within Sec. 210 of the Common Law Procedure Act, 1852. Two curious points to be observed in this connexion are (1) that it is not necessary to make any formal demand of the rent, even though the lease has no provision dispensing with formal demand, and (2) that the landlord is not only entitled to but also, it seems, bound to distrain, such distress, however, not operating as a waiver of the forfeiture.

## Conditions Prior to Forfeiture

The conditions entitling a forfeiture for non-payment of rent under Sec. 210 of the Common Law Procedure Act, 1852, may

thus be summarised (see *Thomas v. Lulham*, 1895, 2 K.B., at p. 403):—

(1) The relationship of landlord and tenant must exist between the parties.

(2) The landlord must by law have the right to re-enter for non-payment of rent.

(3) At least half a year's rent must be in arrears.

(4) There must be sufficient distress on the premises to satisfy all the arrears due. If, therefore, more than half a year's rent is due, but the distress can satisfy only part of the arrears and not the whole, the case will come within the section, but, as will presently be seen, a distress levied in respect of part of the arrears may in certain circumstances destroy the forfeiture.

A careful search should be made on the premises on the last day open to the tenant to avoid the forfeiture (for which purpose regard must be had to the days of grace specified in the proviso for re-entry) in order to see what distress, if any, there is. If distress is to be found to satisfy all the arrears, there is an end to the forfeiture. If, however, there is some distress which will not satisfy the whole demand, then the position will be as follows:—

If the available distress will after levy leave still more than half a year's rent in arrears, then levying such distress will not prejudice the landlord's position, so long, of course, as it is proved that there was no other distress to satisfy the balance of the arrears. If, however, such distress, if levied, would leave less than half a year's rent in arrears, it must not be levied, since otherwise it will destroy the landlord's right of forfeiture. All that the landlord need show in such a case is that the distress found did not counterbalance all the arrears, that is, in order to entitle him to forfeit.

## Waiving a Right

But a right of forfeiture may be waived unwittingly by the landlord. Any act by the landlord which of necessity acknowledges the continued existence of the tenancy, if done with actual knowledge of the breach, will be sufficient to waive the forfeiture. The onus, however, is on the tenant to prove that the landlord was aware of the breach (*Matthews v. Smallwood*, 1910, 1, Ch. 777), and, moreover, the act relied on as the waiver must be some positive act. Merely standing by and witnessing the breach will not be sufficient. The act on which reliance is placed as a waiver must, of course, be done by the landlord after the breach by the tenant. And here a distinction must be made between a breach of covenant which is committed once for all, e.g., subletting in breach of covenant, and a breach which is of a continuing nature, which continues from day to day until it is remedied by the tenant.

Examples of breaches of this latter class are afforded by breaches of covenant to repair and breaches of covenant as to user. (*Doe d. Ambler v. Woodbridge* (1829), 9 B. and C., 376 (user). *Doe d. Hemmings v. Durnford* (1832), 2 C. and J., 667 (non-repair).) In such cases the tenant is continually in breach, so long as the wrongful user or non-repair continues, so that even if the landlord does any act of waiver after the breach first commenced, such act will only waive the breach down to the day when the act was done, but it will not preclude the landlord from relying on the fresh breaches continuing thereafter, so as to maintain forfeiture or ejectment thereon.

The usual manner in which a breach is waived by the landlord is by a demand for or acceptance of rent and distress. A demand for or acceptance of rent will waive the forfeiture, if the rent so demanded or accepted is in respect of any period subsequent to the forfeiture, nor will it avail the landlord to accept the rent only upon protest and without prejudice to the breaches and to his right of forfeiture (*Croft v. Lumley*, 5 E. and B., 648; *Davenport v. R.*, 3 A.C., 115). On the other hand, acceptance of rent in respect of a period prior to the forfeiture will not waive the forfeiture, for here no act is done recognising the continued existence of the tenancy down to the date of the forfeiture.

(To be continued)



# Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

## Report on the February Analytical Exercise

THE powder distributed to students on February 11 consisted of equal parts by weight of sodium pyroborate (borax), disodium hydrogen phosphate, and sodium thiosulphate. The calculated composition of such a mixture is:—

|                               |     |     |     |     |     |       |
|-------------------------------|-----|-----|-----|-----|-----|-------|
| Na                            | ... | ... | ... | ... | ... | 14.5  |
| B <sub>2</sub> O <sub>3</sub> | ... | ... | ... | ... | ... | 13.6  |
| PO <sub>4</sub>               | ... | ... | ... | ... | ... | 8.8   |
| S <sub>2</sub> O <sub>3</sub> | ... | ... | ... | ... | ... | 15.1  |
| H <sub>2</sub> O.OH           | ... | ... | ... | ... | ... | 48.0  |
|                               |     |     |     |     |     | 100.0 |

Samples of the powder were distributed to twelve students, and eight reports on its analysis were returned for examination. Sodium was reported in every case; phosphate, thiosulphate, and water were missed in one instance each; while four students failed to detect the borate. Mercury, iron, potassium, and ammonium were returned in error, as also were chloride, sulphide and arsenate.

This exercise was set with special reference to the examination for acidic radicals. While there was no difficulty in preparing an aqueous solution of the mixed salts and but little in recognising that sodium was the sole metallic radical present, anything approaching to an exhaustive examination for acidic radicals was not quite a simple matter. For this the thiosulphate was mainly responsible, since reactions due to its presence were met with at various places on applying the commoner preliminary and other tests for acidic radicals, and these reactions introduced a degree of uncertainty concerning the presence or absence of other possible constituents. Treatment of the aqueous solution with dilute hydrochloric acid in the cold did not produce any immediately recognisable change, but when the mixture stood for a short time, or if gently heated, sulphur dioxide was liberated and a white precipitate of sulphur gradually separated. The formation of a white precipitate on this treatment with hydrochloric acid, which is the usual preliminary step when about to test for a sulphate, tended, after the addition of barium chloride as the next step, to make it doubtful whether or not a sulphate was present as impurity in a proportion so small that it would only slowly yield a precipitate of barium sulphate.

Again, the effect of the thiosulphate in interaction with silver nitrate seriously interfered with the more usual reactions observed in employing the latter as a general reagent. The white precipitate formed at first soon passed through yellow, orange and brown to black, and effectually prevented the observation of the colour of other silver precipitates produced by this reagent and of obtaining by means of it direct evidence as to the possible presence of, for example, chloride or bromide. Examination for these last involved a considerable amount of special manipulation.

All the acidic radicals were present in sufficient proportion to furnish well-marked reactions in suitable tests, and when the latter were systematically applied there was little difficulty in detecting both phosphate and borate. Most of the failures in connexion with the borate arose through the omission to apply any distinctive test for it.

### PRIZES

The First Prize for the best analysis has been awarded to

G. H. EARL, Dunmoven, Plymouth Street, Shotton, Chester.

The Second Prize has been awarded to

E. W. STEER, 29 Bradford Terrace, Birches Head, Hanley, Stoke-on-Trent.

**First Prize.**—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

**Second Prize.**—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

### MARKS AWARDED FOR ANALYSES

#### 1. Correspondents who have not passed in Chemistry:—

|                             |    |                     |    |
|-----------------------------|----|---------------------|----|
| G. H. Earl (1st Prize) ...  | 97 | Facta non Verba ... | 73 |
| E. W. Steer (2nd Prize) ... | 95 | 373 ...             | 46 |
| Losopher ...                | 85 |                     |    |

#### 2. Correspondents who have passed in Chemistry:—

|                    |    |           |    |
|--------------------|----|-----------|----|
| E tan e pi tan ... | 96 | Poppy ... | 78 |
| Chymist ...        | 85 |           |    |

### TO CORRESPONDENTS

**LOSOPHER.**—In applying special tests for acidic radicals you appear to have omitted any test for that of boric acid.

**FACTA NON VERBA.**—You describe accurately the characteristic behaviour of the precipitate yielded by silver nitrate when added to the solution of the powder in presence of dilute nitric acid, but you conclude that this behaviour indicated a sulphide instead of a thiosulphate. Examine the reactions, side by side, of sulphides and of thiosulphates with silver nitrate. The powder did not give the reactions of an ammonium salt.

373.—You report strange reactions that we are not able to explain, seeing that you concluded that they indicated the presence of mercury, iron, an arsenate, and a chloride. Make up a mixture in imitation of the powder supplied, and practise.

# Concerning Better Sales

By R. A. Blakesley

**B**EFORE discussing the details of salesmanship, we must gather the essentials under suitable headings or groups. These sections, although seemingly independent one of the other, will be found to overlap and dovetail in several places. They will make up, between them, an attitude of mind without which no salesman can claim to be completely equipped. We will take as our headings: (a) Enthusiasm (b) adaptability, (c) loyalty.

**ENTHUSIASM.**—Enthusiasm is a highly infectious mental state. No success is built up on a foundation of listless, half-hearted effort. If we are not completely enthusiastic about the article which we are selling, our customer (or would-be customer) will have little confidence in its value, or in us. We must be sufficiently inspired to pass on our information to him. We shall at times, as we are human, find the edge of our energy a little blunt. This is the time which demands an extra impulse. We must remember that our enthusiasm is an asset which our employer has a right to expect. Enthusiasm is a very vital cog in the selling machine.

**ADAPTABILITY.**—A very old saying has it that it is wise, when in Rome, to do as the Romans do. This is, of course, full of fallacy; but it has at the same time something to recommend it when applied to the salesman. The good salesman is a sound psychologist. If he knows his job, he will put himself into tune with everyone with whom he is likely to do business. He must meet the bluff man with bluntness—the subtle man with subtleties; the disappointed man with encouragement; the optimist with optimism. The atmosphere created by a meeting sometimes becomes the essential factor in a sale.

**LOYALTY.**—This attribute is rather closely coupled with enthusiasm, because they travel together a long way through the journey. Loyalty implies a very delicate personal relationship between employer and employee. It means trust and a strong uniformity of interest—a working together in a common bond. To be loyal suggests the giving of all that would pass into a personal enterprise. The duties of a salesman must of necessity demand freedom of action and, in some cases, freedom which is difficult to supervise. Loyalty involves an appreciation of the trust placed in us.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, March 11

BUSINESS HAS BEEN on a rather better scale this week, the demand for many products showing some improvement. Values, generally, are being well maintained and some few further appreciations are recorded. The weakness in the French franc is not affecting the markets, as most quotations from that source are being made in sterling or dollars. PHARMACEUTICAL CHEMICALS show little change of importance on the week. Glycerin, B.P., is very firm and business to consumers is being restricted. MERCURIALS are firm. SALICYLATES, although quiet, are steady. VANILLIN, ex clove oil, is due for a rise, but GUAIACOL material may impede any movement.

## Crude Drugs

Quite a nice volume of business is recorded this week and the general tone is very steady. Further advances in the values of some few products are recorded. Active market business in AGAR; spot values have advanced again, but they are still well under comparative shipment quotations, which show further sharp appreciation. New crop BUCHU is quoted dearer for shipment, but business is not moving at the higher figure. The sale of Indian bleached CARDAMOMS was very keen and all lots were sold at further advances. CASCARA SAGRADA is steady on spot at the recent advances. Madagascar and Zanzibar Cloves are steady but quieter. Lofoten cod fishing continues exceptionally good; the OIL is consequently cheaper for shipment. All shipment offers of COLONYNTH withdrawn; some re-sellers at high figures. DERRIS ROOR is becoming unsteady on spot but is dearer forward. ERGOT continues nominal owing to lack of good supplies. HYDRASTIS tends firmer on spot. LOBELIA HERB is slightly cheaper. JAPANESE MENTHOL has again been quiet. MERCURY from first-hands is quoted slightly cheaper; it is evident that inflation is being avoided. Turkish OPIUM is sharply dearer for shipment. Further good sales of rough round RHUBARB; stocks now very limited. RUBBER is quoted dearer on the week. Mexican SASSAPARILLA is short and dearer on spot. SENEGA has been in demand and spot is dearer; shipment nominal. All grades of TRAGACANTH show further appreciation on quotation. Supplies of genuine VENICE TURPENTINE are now available on this market.

## Essential Oils

These products have met with rather more business this week; values are keeping steady. ANISE (STAR) has been quiet and quoted slightly cheaper. But very little interest in BERGAMOT. Still no shipment offers of BOIS DE ROSE. CARNAGA tends steadier. CASSIA is unchanged and quiet. Ceylon and Java CITRONELLAS show a good recovery and there is very little of the former offering for shipment. All descriptions of CLOVE continue fully steady. Bourbon GERANIUM seems to be unsteady on quotation. HO (SHIT) continues firm on spot; no shipment offers. Modest spot business in Sicilian hand-pressed LEMON; firm at the source. LEMONGRASS has been neglected. MANDARIN is dearer on spot. French Guinea ORANGE is not doing much business, but so far shipment prices are being about maintained. Japanese PEPPERMINT has been in quiet demand; speculators' bids at low figures for shipment rejected at the source.

A drug auction will be held at the Commercial Sale Rooms on Thursday next, March 18.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

| Centre         | Quoted      | Par     | March 4 | March 11 |
|----------------|-------------|---------|---------|----------|
| Amsterdam ...  | Fls. to £   | 12.107  | 8.93    | 8.93     |
| Berlin ...     | Mks. to £   | 20.43   | 12.16   | 12.14    |
| Brussels ...   | Belgas to £ | nominal | 29.02   | 28.95    |
| Copenhagen ... | Kr. to £    | 18.159  | 22.40   | 22.40    |
| Lisbon ...     | Esc. to £   | 110     | 109½    | 109½     |
| Madrid ...     | Ptas. to £  | 25.22½  | nominal | nominal  |
| Milan ...      | Lire to £   | 92.46   | 92½     | 92½      |
| Montreal ...   | Dol. to £   | 4.86½   | 4.89    | 4.88½    |
| New York ...   | Dol. to £   | nominal | 4.89    | 4.88½    |
| Oslo ...       | Kr. to £    | 18.159  | 19.90   | 19.90    |
| Paris ...      | Fr. to £    | 124.21  | 105½    | 107      |
| Prague ...     | Kr. to £    | 164.25  | 110½    | 140      |
| Stockholm ...  | Kr. to £    | 18.159  | 19.40   | 19.40    |
| Warsaw ...     | Zloty to £  | 43.38   | 26      | 25½      |
| Zurich ...     | Fr. to £    | 25.2115 | 21.43   | 21.40    |

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

THE TONE in this market is generally steady, with some products firm and tending rather dearer. Weakness of the French franc is not affecting prices here. Amongst the strong markets are mercurials, iodides, vanillin, ephedrine hydrochloride and glycerin, B.P.

BISMUTH SALTS.—Makers' scales of prices and terms of payment continue at the recent revision: Carbonate, not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb., net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Steady on a quiet market: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—The scales for Continental material, duty paid, in 5-lb. tins, are as follows:—Pure, alkaloid, two cwt., 8s. 10½d.; one cwt., 9s. 0½d.; 56 lb., 9s. 2½d.; less than 56 lb., 9s. 4½d. per lb. Citrate, two cwt., 5s. 11½d.; one cwt., 6s. 0½d.; 56 lb., 6s. 1½d.; less than 56 lb., 6s. 2½d. per lb. Soda. Sol. two cwt., 6s. 2½d.; one cwt., 6s. 3½d.; 56 lb., 6s. 4½d.; less than 56 lb., 6s. 5½d. per lb. English makers' prices as follows: Pure alkaloid, two cwt., 9s.; one cwt., 9s. 2d.; 56 lb., 9s. 4d.; less than 56 lb., 9s. 6d. per lb. Citrate, two cwt., 5s. 11d.; one cwt., 6s.; 56 lb., 6s. 1d.; less than 56 lb., 6s. 2d. per lb.

CALCIUM LACTATE.—Market quiet: one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—British material is steady as quoted: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 2d.; one cwt., 3s. 3d.; 28 lb., 3s. 4d. per lb.; 28-lb. jars, one penny per lb. extra.

CHLOROFORM.—Prices quoted by makers are: two cwt., 2s. 5½d. per lb.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums, ½d. per lb. less. Small bottles extra, from 5d. per lb. for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Market steady with average inquiry: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Steady at the advance recorded last week: British material, 99 to 100 per cent., 8s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

EPHEDRINE HYDROCHLORIDE.—While there may still be odd parcels on spot to be had at slightly less than 4s. per oz., it is very doubtful if contracts for good quantities for forward delivery could be placed at less than 4s. 6d. per oz.

GUAIACOL CARBONATE.—British and imported material is quoted in the region of 9s. per lb., as to quantity. Market is dull.

HYDROCHLORIC ACID (B.P.).—1160 S.G., one cwt. carboy, 21s.; 28 lb., 3½d. per lb.

LACTIC ACID (B.P.).—Values steady, more business reported: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 2s. per lb., as to quantity.

MERCURIALS.—Makers' prices continue firm at the recent advance:—

|                                                        | Under 112 lb. | Not less than 112 lb. |
|--------------------------------------------------------|---------------|-----------------------|
| Ammoniated lump, B.P. (white precip.)                  | 6 0           | 5 11                  |
| Ammoniated powder, B.P.                                | 6 2           | 6 1                   |
| Bichloride lump, B.P. (corros. sub.)                   | 5 3           | 5 2                   |
| Bichloride powder, B.P.                                | 4 11          | 4 10                  |
| Chloride, B.P. (calomel)                               | 6 0           | 5 11                  |
| Red oxide cryst., B.P. (red precip.)                   | 7 1           | 7 0                   |
| Red oxide levig., B.P.                                 | 6 7           | 6 6                   |
| Yellow oxide, B.P.                                     | 6 5           | 6 4                   |
| Persulphate white, B.P.C.                              | 6 2           | 6 1                   |
| Sulphide black (hyd. sulph., cum. sulph. 50 per cent.) | 6 1           | 6 0                   |

Special prices for larger quantities and for contracts.



**METHYL SALICYLATE.**—Business quieter, quotations unchanged: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Remains dull and unsteady: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, 20s. 8½d. per lb.

**PHENACETIN.**—Quoted values steady, moderate business: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. to 3s. per lb., as to quantity.

**PHENAZONE.**—Business continues limited, with imported material continuing to be quoted at keen prices in the region of 6s. to 6s. 6d. per lb., as to quantity. Powder, 2½d. per lb. extra.

**QUININE SALTS.**—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9½d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s. 8d.; hypophosphite, 4s.; alkalooids, 3s. 0½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

**RESORCIN.**—British material quoted unchanged: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. 6d. per lb.

**SACCHARIN.**—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

**SALICYLIC ACID (B.P.).**—Makers' prices unchanged: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 10d.; 4 lb., 2s. per lb.

**SALOL.**—Modest business: quotations keen: spot, crystals, 2s. 7½d. to 3s. per lb., as to quantity; powder, 2½d. per lb. extra.

**SANTONIN.**—Holders of spot stocks find business slow: quotations are in the region of £11 per kilo.

**TARTARIC ACID (P.B. CRYSTALS).**—Market is steady at the recent advance: British makers quote at 1s. 0½d. per lb., less 5 per cent. discount. Dealers offering foreign materials at competitive prices.

**THEOBROMINE.**—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium, salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb., delivered, 5-lb. tins free, smaller packages extra.

**THYMOL.**—Moderate business, market steady: synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 3d.; 28 lb., 6s. 9d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 5d.; 56 lb., 8s. 10½d.; 28 lb., 9s. 5½d.; 14 lb., 10s. 6d. per lb.

**VANILLIN.**—Values are very steady and business continues on a fair scale: ex clove oil or guaiacol, five cwt., 12s. 9d.; one cwt., 13s.; 56 lb., 13s. 3d.; less, 13s. 9d. per lb.

### Crude Drugs, etc.

**AGAR.**—Although consuming trade has been rather quiet, there has been an active market business this week. Shipment quotations show a further sharp advance, and the source reports the market very firm. Spot prices have advanced, but they are well below cost of replacement: spot, Kobe No. 1, 4s.; No. 2, 3s. 9d.; Yokohama No. 1, 3s. 7d. per lb.; shipment, Kobe No. 1, 3s. 10d.; No. 2, 3s. 7d.; Yokohama No. 1, no offers; No. 2, 3s. per lb., c.i.f. On the market up to 3s. 7½d. has been paid for January-March, with March-April at 3s. 8d., c.i.f., for Kobe No. 1. Small parcels might still be obtained at these figures.

**ALOES.**—Market shows no change in values on the week. Business modest.

**BUCHU.**—The shipment price has been worked up to 2s. per lb., c.i.f., at which figure there is nothing doing: on spot, fair stocks of new crop are available, with off-colour at 2s.; fair, 2s. 1d.; medium, 2s. 2d. to 2s. 3d., and some very fine bold rounds of good colour, 2s. 4½d. to 2s. 6d. per lb., ex store.

**CAMPHOR.**—Stocks of Japanese are small at the moment on spot, values fully steady: Japanese manufacturing BB grade is steady at the recent advance at £8 10s. per 100 lb. Japanese, spot, tablets, 2s. 7½d.; powder, 2s. 3½d.; slabs, 2s. 3d. per lb., ex store; shipment, tablets, 2s. 3d.; powder, 2s. 1d.; slabs, 2s. 0½d. per lb., c.i.f. English refined flowers: one cwt., 1s. 1d.; 28 lb., 1s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ¼ oz. and ½ oz., 3s. 6d. per lb. Contracts at special prices.

**CANTHARIDES.**—Chinese for shipment seems irregular: spot, Russian, 6d.; Chinese, 2s. to 2s. 2d. per lb., as to quantity; shipment, 1s. 8d. to 1s. 9d. per lb., c.i.f.

**CARDAMOMS.**—At auction this week 29 cases were put up and after exceptionally keen bidding they were all sold at further advances, as follows: Bleached Indian, good bold, 6s. 4d.; medium, 5s. 10d., and smalls, 4s. 11d. per lb. Supplies are still being called for, and the market is not likely to weaken from current good values. Aleppy greens, 4s. 1d., c.i.f. Bombay seed, 6s. 3d., c.i.f. Mangalore seed, 6s. 1d. per lb., c.i.f.

**CASCARA SAGRADA.**—Some few sales are recorded on spot; available supplies are firmly held at the recent advances: spot, 1936 peel, from 62s. 6d.; 1935 peel, 64s.; 1933 peel, 67s. 6d. to 70s., as to

seller. A parcel of old peel offered from New York at 70s., c.i.f. Hardly any offers from the source and values are nominally unchanged.

**CHAMOMILES.**—A small spot sale, with values steady at 95s. to 120s. per cwt., ex store, as to quality.

**CLOVES.**—Values are maintained at recent advances, market quiet: Zanzibar, spot, 10½d.; shipment, March-April, 10½d. per lb., c.i.f. Madagascar, in bond, 9d.; shipment, March-April, 9d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended March 6 were 610 and the deliveries 263, leaving a stock of 2,435. From January 1 to date the landings of Zanzibar have been 1,708 and the deliveries 949. Landings of Madagascar for the week ended March 6 were nil and the deliveries 144, leaving a stock of 4,137. From January 1 to date the landings of Madagascar have been 3,365 and the deliveries 561 packages.

**COD-LIVER OIL.**—Bergen reports Lofoten fishing continues exceptionally satisfactory. Results to March 6: 42,923 tons of cod and 23,243 hectol. of oil, compared with 33,357 tons of cod and 16,422 hectol. of oil on the same date in 1936, and 24,832 tons of cod and 15,499 hectol. of oil in 1935. Finest Lofoten steam refined non-freezing medicinal oil, 91s. to 92s. per barrel, c.i.f., London. Spot, in small lots, about 126s. per barrel, ex store. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 92s. to 100s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

**COLOCYNTH.**—Spot continues bare of supplies and February declarations are still outstanding. December-January shipments also failed to come to hand. Mails from Sudan have instructed London representatives to stop selling. There are re-sellers of March-April at about 2s. per lb., c.i.f.

**DEKKER ROOT.**—With good stocks available the sale this season continues disappointing. Whole root, testing 18 per cent. ether extract, is now quoted at 10d. to 11d. per lb. The shipment market, however, is quoted firmer at 9½d. per lb., c.i.f., basis 17 per cent. ether extract, with a report that good sales have been made to the Continent.

**ERGOT.**—With practically no bulk supplies available here or offered from the sources values are nominal. Hamburg is offering a parcel of Russian up to 6s. 3d., c.i.f., with no interest shown.

**GUM ACACIA.**—Market continues to move up and down within narrow limits, with business of small account: spot, Kordofan cleaned sorts, 45s. 6d., bleached No. 1, 105s.; extra, 117s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 41s. 6d. per cwt., c.i.f.

**HYDRASIS.**—The spot value tends to move up from 13s. 6d. to 14s. per lb.; shipment is firm at 14s. per lb., c.i.f.

**IPECACUANHA.**—Market is about steady, business modest: Matto Grosso, B.P. test, about 7s. per lb.

**MENTHOL.**—The Japanese product has had a further rather quiet week of business. K/S brands, spot, 12s. 10½d. to 13s.; in bond, 11s. 9d. Japanese shippers quote March-April at 11s. 6d., c.i.f., with resellers at 11s. 4½d. and buyers at 11s. 3d., c.i.f. Orders sent out for May-June shipment not accepted at the source, who notify they are not quoting for this position.

**MERCURY.**—First-hands report a slight reduction in their quotations. Spot stocks are very limited but orders are being accepted for shipment, and it is understood that Italian metal will be coming on this market. Despite the tightness of supplies at the moment, a policy against inflation of values seems to have been adopted. Quoted prices are slightly cheaper, as follows: spot, £14 7s. 6d. to £14 8s. per bottle, ex store; shipment, c.i.f. London, £14, and f.o.b. Continent, 6s. dollars per bottle.

**NUX VOMICA.**—Supplies of f.a.q. Cochin, washed and garbled, are quoted at 13s. 6d. per cwt., ex store. Shipment, minimum ten-ton lots, 11s. 6d. per cwt., c.i.f.

**OPIMUM.**—Usual small business, market steady: values steady: spot, Turkish, 1s. 3d. per unit landed and duty paid; Persian, 1s. per unit in bond. Turkish, for shipment, 1s. 4d. per lb., c.i.f.

**ORANGE PEEL.**—Some thin cut Tripoli is offering at about 1s. per lb., and bitter quarters are available at about 7d. per lb., ex store.

**PEPPER.**—Market has been steady during the past week, business fair. Lampong, in bond, 3½d.; shipment, March-May, 2½d.; April-June, 3½d.; August-October, 3½d., c.i.f. Tellicherry, spot, 4½d.; shipment, March-April, 37s., c.i.f. Aleppy, spot, 4½d.; shipment, March-April, 37s., c.i.f. White Muntok, in bond, 6d.; shipment, March-May, 4½d.; May-July, 4½d. per lb., c.i.f.

**PIMENTO.**—Market has been quiet and is quoted slightly easier: spot, 8½d. per lb.; shipment, March-April, 67s. 6d. per cwt., c.i.f.

**RHUBARB.**—There has again been a good demand for rough round, and stocks of this description are now very small and firmly held from 1s. 9d. per lb. Shensi, best, 4s. 3d.; medium, 3s. 9d. to 4s.; good pickings, 3s. per lb. Rough round, ordinary quality, for shipment, April-May, 1s. 5½d. per lb., c.i.f.

**RUBBER.**—Values have advanced on the week, fair business, closing steady. Standard ribbed smoked sheet, spot, 11½d.; March 11½d.; April, 11½d.; May, 11½d.; June, 11½d.; July-September, 11½d.; October-December, 11½d.; January-March, 11½d. per lb.

**SAFFRON.**—Spot supplies of genuine Valencia are offering on spot at about 65s. to 72s. 6d. per lb., as to quantity.



**SARSAPARILLA.**—Supplies of Mexican are now very limited and the value has moved up to about 9d. per lb., ex store.

**SEEDS.**—**ANISE.**—Bulgarian is 33s. per cwt., duty paid. **CANARY.**—Spot, Mazagan, 29s.; Plate, 24s.; Turkish, 26s.; Spanish, 45s. to 50s., all duty paid. **CARAWAY.**—Dutch is 36s. 6d., spot, duty paid; 31s. 6d. quoted, f.o.b., Holland. **CORIANDER.**—Market quiet. Morocco on spot is 17s. 6d. duty paid and 16s. in bond. **CUMIN.**—Malta is unobtainable on spot; for shipment, 35s., c.i.f., quoted. Morocco on spot is 32s. 6d. duty paid and 30s. in bond. **FENUGREEK.**—Morocco is quoted at 14s. 6d. spot, duty paid. Very little business passing. **MUSTARD.**—English is 22s. to 33s. 6d. per cwt., according to quality.

**SENEGAL.**—Fairly substantial market business reported, and spot is now firm at 2s. 2½d. to 2s. 3d. per lb., ex store. Practically no shipment offers, with the value nominal at 2s. 3d., c.i.f.

**SENNA.**—Business continues on a fair scale, with good green Tinnevely leaves offering as follows:—Bold at 7d.; No. 1 at 5½d.; No. 2 at 3½d.; No. 3 at 2½d.; No. 4 at 2½d. per lb. Hand-picked Tinnevely pods have been in more demand at 3½d. per lb. to 5½d., according to quality. Alexandrian: Some small consignments of new crop are now available at prices ranging from 2s. 6d. to 4s. 6d. per lb., according to quality, with a good selection of old crop hand-picked pods at 1s. 6d. to 2s. 3d. per lb., ex wharf, London.

**TRAGACANTH.**—A steady inquiry, chiefly for the medium grade gums; values quoted show further appreciation. Druggists' fine white ribbon, £75; No. 2 grade, £65; and No. 3 grade, £60 per ton, ex store.

**VENICE TURPENTINE.**—Limited spot supplies of the genuine article are available, with the price quoted 220s. per cwt., ex store.

**WAX.**—**BEES'.**—Market has been rather quiet, values steady: Calcutta, bleached, spot, 150s.; shipment, March-April, 142s. 6d.; ordinary quality, spot, 135s.; shipment, 127s. 6d., c.i.f. Abyssinian, no spot offering; shipment, March-April, 127s. 6d., c.i.f. Benguella, spot, 145s.; shipment, 127s. 6d., c.i.f. Conakry, spot, none offering; shipment, none offering. Dar-es-Salaam, spot, 145s.; shipment, 140s. per cwt., c.i.f. **CARNAUBA.**—Values are maintained, business quiet. Fatty grey, spot, 175s.; shipment, afloat, 170s., c.i.f.; March-April, 167s. 6d., c.i.f. Chalky grey, spot, 165s. 6d.; shipment, March-April, 163s. 6d., c.i.f. Primeira, spot, good quality, 220s., f.a.q., 215s.; shipment, March-April, 210s., c.i.f. Mediana, spot, 210s.; shipment, 205s., c.i.f.

### Essential Oils, etc.

**RATHER** more inquiry on the market this week and values are being well maintained. Ceylon and Java citronellas show a good recovery. Sicilian hand-pressed lemon is steady. Lemongrass has been dull. Mandarin is firmer. French Guinea orange is about steady. Japanese peppermint has been rather quiet.

**ALMOND.**—Some British material is being quoted at less than usual price. Continental material is comparatively dear to come forward. English made, cwt. lots, 3s. 5d.; smaller parcels, up to 3s. 7d. per lb.; foreign, cwt. lots, 3s. 6d.; smaller parcels, 3s. 8d. per lb. French, bitter, 6s. to 6s. 6d. per lb., as to quantity.

**ANISE (STAR).**—Business has been distinctly quiet this week and some quotations tend slightly easier on spot: spot, leads, about 3s. 6½d.; tins, 3s. 4d.; drums, 3s. 2d. per lb., ex store; shipment, leads, nominal; tins, nominal; drums, 2s. 10½d. per lb., c.i.f.

**BAY.**—Small business, market steady: 49 to 50 per cent., 4s. 8d. to 4s. 10d.; 59 to 60 per cent., 4s. 10d. to 5s. per lb., as to quantity.

**BERGAMOT.**—The source is reported to have made a few tentative offers, shippers inquiring for orders and suggesting a price of about 13s. 3d. to 13s. 6d., c.i.f. The position seems to indicate that before they can successfully apply for their quota of oil shippers need to have orders in hand, but there is no official news to this effect. On spot, the market has been subdued with sellers at about 13s. 6d. per lb., ex store.

**BOIS DE ROSE.**—In the continued absence of shipment offers and despite the slow sale on spot, supplies of Brazilian are now very limited. The price now asked is from 6s. per lb. upwards, as to packing and quantity.

**CAJUPUT.**—One source records a sharp advance in shipment offers. The market is still very quiet. B.P., about 2s. 3d. per lb., as to quantity; shipment, the latest offer received worked out at 1s. 9½d. per lb., c.i.f.

**CANANGA.**—Conditions are a little steadier here, but values are still comparatively cheap. Spot, from 6s. 3d. to 6s. 7½d., as to quantity; shipment is steadier at about 6s. 3d. to 6s. 4½d. per lb., c.i.f.

**CARAWAY.**—Market is steady, business rather quiet. Dutch, rectified, 8s.; crude, 7s. 7d. per lb., landed and duty paid.

**CASSIA.**—Moderate spot business with prices keeping steady. Spot, 3s. 2d. to 3s. 3d. for good quality oil; shipment, leads, 3s.; drums, 2s. 10d. per lb., c.i.f.

**CEDAR LEAF.**—A small parcel business on spot, with quotations at about 4s. 9d. to 5s. per lb.

**CEDARWOOD.**—Business has been moderate on spot, with quotations rather keen in some quarters: African, in drums, 1s.;

smaller packages, up to 1s. 3d. per lb. American, in drums, 1s. 1d.; smaller packages, up to 1s. 3d. per lb.

**CINNAMON LEAF.**—There has been one or two shipment offers of Ceylon this week at about 3s. 6d. to 3s. 7d., c.i.f. On spot, drums, would now be about 3s. 7½d. and smaller packings up to 3s. 10½d. per lb. The source reports that the primary market is distinctly firm.

**CITRONELLA.**—These markets show a good recovery following the recent declines; business, however, remains on the quiet side: Ceylon, spot, drums, 1s. 5½d. to 1s. 6d.; smaller parcels, up to 1s. 10½d.; shipment, drums, 1s. 3½d. per lb., c.i.f. Java, spot, drums, 2s. duty paid and 1s. 10½d. in bond; smaller parcels, up to 2s. 3d.; shipment, drums, 1s. 9½d. per lb., c.i.f. Very few shipment offers of Ceylon.

**CLOVE.**—One or two shipment offers of Madagascar oil. Market is firm for all descriptions. Madagascar, spot, drums, if available, 5s. 3d. to 5s. 4½d.; smaller packings, up to 5s. 7½d. per lb.; shipment, 4s. 3d. per lb., c.i.f. English distilled oil continues firm, with cwt. lots at 6s. and up to 6s. 3d. per lb. for smaller quantities. Resellers of Zanzibar oil at about 5s. 9d. per lb., ex store.

**GERANIUM.**—This market remains dull and some quotations, spot and forward, are cheap. Good quality oil, however, is keeping fairly steady. Bourbon, spot, 16s. 3d. to 17s.; shipment, 15s. 3d. to 15s. 6d. per lb., c.i.f. Algerian, spot, 15s. 9d. to 16s. 3d.; shipment, about 15s. per lb., c.i.f.

**GINGERGRASS.**—Spot quotations vary as to seller from 7s. to 8s. 3d. per lb. Quantity available limited. No shipment offers.

**GRAPE-FRUIT.**—A small spot inquiry, with most holders of Californian quoting from 11s. to 12s. per lb., as to quantity.

**HO (SHIU).**—This market continues very firm on spot and supplies of good quality oil are now running very low. No shipment offers from the source: Spot, 2s. 6d. to 2s. 10½d. per lb., as to quantity and packing.

**LEMON.**—There has been a moderate inquiry on spot for Sicilian hand-pressed oil, and prices continue cheap in comparison with shipment figures. Sellers from 14s. to 15s. 6d. per lb., as to quality and quantity. Quotations from the source are maintained at 14s. 6d. to 15s. 9d., c.i.f. Machine-made oil, 13s. to 14s. per lb., c.i.f. No Californian cold-pressed available; a small supply of distilled, regular quality, at 8s. 4d. per lb., landed.

**LEMONGRASS.**—Shipment business remains quiet, with the price about 1s. 8d., c.i.f.: spot, 1s. 11d. to 2s. per lb., ex store.

**LIME.**—West Indian distilled is selling quietly on spot at about 22s. to 23s. per lb., as to quantity.

**MANDARIN.**—This market is firmer for good quality oil, with shipment at 20s., c.i.f., and spot 19s. to 21s. per lb., as to quality and quantity.

**NEROLI.**—There are spot quotations from about 14s. to 18s. per oz., as to quality and quantity.

**NUTMEG.**—The American oil shows a further advance, and is now held for 6s. 3d. to 6s. 4½d. per lb., spot. English-made oil is steady on spot at 5s. 9d. to 6s. 3d. per lb., as to quantity.

**ORANGE.**—Sicilian sweet continues of very little interest to this market; shipment, about 14s., c.i.f., and bitter, 10s. 9d., c.i.f. The latest shipment quotations for new crop French Guinea oil are about steady, with April-May, 4s. 9d. per lb., c.i.f., in drums. Limited sales on spot, with new crop oil at about 5s. 8d., in drums, old crop oil at slightly less; smaller packings, up to 6s. per lb. Californian oil in quiet demand. Small drums, 4s. 2½d.; tins in cases, 4s. 3½d.; single cases, 4s. 6d. per lb., ex store.

**PALMAROSA.**—Occasional shipment offers from the source in the region of 11s. 6d., c.i.f., with no business moving: spot sellers at about 10s. 6d. per lb., ex store.

**PATCHOULI.**—Spot business in Singapore oil has been modest, with quotations from 16s. 3d. up to 16s. 9d., as to quantity; shipment is maintained at 15s. 9d. per lb., c.i.f.

**PENNYROYAL.**—Dealers are quoting cwt. lots at about 4s. 9d. and small parcels up to 5s. per lb.

**PEPPERMINT.**—The Japanese article has had a quiet week: spot, 5s. to 5s. 1d., as to brand; afloat, 4s. 9d., c.i.f. Speculative business for April-May and May-June down to 4s. 6d., c.i.f., was cabled to the source and rejected with April-May quoted 5s., c.i.f., with resellers at 4s. 9d. per lb., c.i.f. The American natural oil is quoted for shipment at about 2 dollars 30 to 45 cents per lb., c.i.f.; spot supplies are offered at comparatively cheap prices, with business quiet.

**SASSAFRAS.**—Limited spot demand, with prices for natural oil ranging from 3s. 6d. to 3s. 9d. per lb., as to quantity. Artificial oil at cheaper prices.

**SPEARMINT.**—Dealers are quoting spot from 8s. 3d. to 8s. 10½d. per lb.; business quiet. Shipment varies from 7s. 7½d. to 8s. 3d. per lb., c.i.f.

**VEITVERT.**—Small spot parcels of Bourbon would be quoted at 26s. 6d. to 27s. per lb., ex store.

**WORMSEED.**—Market has been quieter, quoted unchanged: spot, 11s. to 11s. 3d., as to seller; shipment, 10s. 9d. per lb., c.i.f.



# Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## This Unjust Report

SIR,—The Parliamentary Committee's report on medicine-stamp duties, if adopted as it stands, will deal a severe blow, not only to our finances, but to our privileges, most of all to the concession allowed us to sell preparations of known formulas without stamp duty. There is no doubt that this concession was originally meant for the individual chemist who prepared and packed his own lines in his own shop, and was never meant to be extended to patent medicines. It is to be regretted that the Pharmaceutical Society did not put up a big fight for the retention of this very important privilege, rather than trouble about ethical medicines, the makers of which are very well able to look after their own interests. If we lose this concession, we lose something of great value to ourselves and to our successors. Those who have made full use of the privilege know how valuable the concession can be. What privileges ought we to try to retain? These two, anyhow. (1) Freedom from duty of all B.P. and B.P.C. preparations if sold by qualified pharmacists. (2) Freedom from duty on all preparations showing a declared formula, packed by pharmacists (or private company pharmacists) in their own shops. We cannot hope to get the concession extended to lines packed for us by wholesale houses, and it would be unwise to press for this. What are the Society and other associations (N.P.U. and Scottish) going to do now? What can be done must be done quickly. They should at once declare a united policy and let the whole profession know what that policy is to be. We were kept in the dark as to what line the Society was to take in their evidence before the Commission. The weakness of their stand has had appalling results. Let us hope that associations all over the country will take up this matter, which is such a serious one for the whole craft. We need all the unity and all the influence we can muster.—Yours faithfully,

CHARLES COUTTS.

Aberdeen.

SIR,—As members of the post-war generation of pharmacists, who are too little heard, we should like the opportunity to comment on the patent-medicine stamp duties report. It represents the latest of a series of attempts to weaken the position of pharmacy in this country. Few will disagree with the statement regarding the impracticability of the proposals, but steps should immediately be taken to register the emphatic protests of the profession regarding the value placed by the Select Committee on the pharmaceutical qualification. This opinion was arrived at after due deliberation by a group of M.P.s representative of all shades of political opinion in the House. Hence steps should be taken to have this opinion substantiated or withdrawn. . . . If action is not taken quickly, the new premises which are now arising in the imagination of our Councillors and will arise later in Brunswick Square will be nothing more than a mausoleum wherein the shuddering, expiring body of pharmacy will breathe its last.—Yours faithfully,

LESLIE EDWARDS, M.P.S.,  
G. L. EDMUNDS, M.P.S.

Brierley Hill.

SIR,—Your editorial article on the "Unjust Report" of the Select Committee on Medicine Stamp Duties brings out the devastating effect on pharmaceutical trading of the proposed extension of stamp duties. It omits, however, to stress the fact that the Committee's recommendations contravene those present-day political principles which accord relief from taxation to the poor (even in income tax) and State aid (by dole) to the unemployed. In effect the proposed extension of the medicine tax will be a burden on the sick and infirm, i.e., that section of the community least able to fend for itself. The report discloses the inability of the pharmaceutical spokesmen to present in proper manner a case for legitimate pharmacy, and their failure is due to an endeavour to create the impression that they are protectors of the public against undue claims for advertised remedies. The true object of pharmaceutical education and training, to provide the public and the medical profession with effective remedies by preventing adulteration, appears to have been overlooked. In consequence the Committee has not been given any sufficient reason why qualified

chemists should have privileges beyond those accorded to other distributors of prepacked remedies. The cause of the inquiry was the loss of revenue due to proprietary medicine makers taking advantage of the "known, admitted and approved remedy" and "entire drug" exemptions, for which loss the Board of Customs and Excise is largely to blame. The recommendations of the Select Committee provide this Department with adequate reasons to withdraw these exemptions, but imperil the rights of the public and the pharmaceutical profession by proposing to tax any medicine recommended for relief of human ailments other than those supplied on a medical prescription. The object of this letter is to point out that the Food and Drugs (Adulteration) Act, 1928, provides the necessary means of separating proprietary medicines within the accepted application of the law (and which are accordingly suitable for taxation) from pharmaceutical remedies (which require exemption therefrom). The sponsors of the drug trade must press for exemption from medicine-stamp duty for any product coming within the scope of the Food and Drugs (Adulteration) Act, 1928; there is every reason why such a concession should be granted, as Section 2 of this Act excludes proprietary medicines from its ambit. Such exemption would also remove the threatened taxation of food products which are not drugs or medicines. It must be emphasised that unless the interests involved get to work quickly on these lines the pharmaceutical "sheep" will be subjected to a shearing closer than that of the poison law, with a further distribution of business between the medical profession and untrained vendors of proprietary packed products.—Yours, etc.,

W. A. WHATMOUGH.

London, N.W.11.

SIR,—The leading article in your issue of March 6 entitled "This Unjust Report," relative to the Select Committee on medicine-stamp duties, is a most trenchant and able summary of the issues involved. It was a rule of the Excise authorities for many years: once a "patent" medicine, always a "patent" medicine. There were no exceptions, as far as I know, to this ruling. But evasion having once been tried successfully (through the pharmacist's qualification), it rapidly became the fashion, and a sop of a farthing or two was thrown to the pharmacist to keep him quiet. . . . The 50 per cent. loss of revenue resulting from avoidance of "duty" need never have arisen if pharmacists had refused to handle de-stamped proprietaries for a miserable extra pittance. No other trader could have sold them, and the result would have been restamping and no loss of revenue. . . . —Yours sincerely,

J. E. FRANKLIN.

London, W.C.2.

SIR,—All sections of the trade ought to be grateful to you for your rousing editorial article in the *C. & D.* of March 6. You have made the attack in no uncertain manner, and your grasp of the situation has enabled you to tear the Select Committee's report to shreds. The situation calls for immediate and drastic action, and must on no account be tackled with "hat in hand" methods. The root of the trouble, as I see it, lies in the fact that the exemption granted to chemists by the original Acts was purely personal; I do not think it was ever intended that large-scale manufacturers should make use of the chemist for marketing their goods unstamped. We should have refused to handle such goods at the outset, and it would have paid us. Too often have we submitted to the filching of our bread and butter, and it is a disgrace to any body of highly trained and qualified men that vast numbers, both employers and employees, are working for less than a scavenger. This cannot be tolerated any longer.—Yours faithfully,

A. S. P. (9/3)

SIR,—The Select Committee's report on the medicine-stamp duty inquiry comes out pretty well as one anticipated. If adopted, the chief person who will benefit will be the Chancellor of the Exchequer. There is, however, likely to be strenuous objection by many interested parties to the proposed new imposts, and the daily papers are already sounding the alarm. In any event I cannot even glimpse any advantage to the chemist; on the contrary, he is likely to lose the "known, admitted and approved" privilege for which the



late Sir William Glyn-Jones fought so powerfully. In this connexion I was interested in a note in a Sunday newspaper on proprietaries in France. The paper's French correspondent had been studying France's provincial newspapers, with special reference to their advertising columns. He found that, next to furniture, the bulk of the advertising was given over to medicinal proprietaries such as lotions, pomades and so forth for blemishes of the skin and wrinkles. Further, in the small advertisements: "You will find the local chemist announcing that for a small fee he will explain the exact process employed in mixing any of the above lotions, or, indeed, any patent medicine, so that the reader may make them up at home—an offer which is all the more possible by reason of the excellent French law which obliges every such preparation to show its exact chemical composition on some portion of the label, a law partly evaded by the recipe often being printed very small on the outer wrapper, which is usually thrown away." It thus appears that the "excellent French law" is easily overcome.—Yours, etc.,

RETIRED (10/3).

SIR,—Whatever may be the opinion of chemists concerning the report of the Select Committee on Medicine Stamp Duties (C. & D., March 6, p. 274), the recommendation to abolish the exemption for known, admitted and approved remedies, and possibly also for body names and single drugs, may have been expected by any who have followed your reports of the meetings. But what they will not have been prepared for is the view that the chemist's qualification is considered to be of little or no value as a safeguard to the public, and the further idea that he has advantages under the Dangerous Drugs Acts, the Pharmacy and Poisons Acts and the Health Insurance Acts. He has responsibilities under these Acts, and they are statutory ones carrying with them inspection and penalties for infringements; but there are few chemists who would claim them as advantageous. When one remembers the amount of training and expense these advantages cost the chemist to acquire, the burden they entail to carry out, and the little actual benefit which accrues from their performance, these conclusions will enable him to enjoy rather a bitter laugh against himself. We may well ask whether the value of the qualification, which has been steadily depreciating with each successive enactment, has at last touched bottom or whether there are still further depths. But if we look at our own part in this matter in the past we may also ask whether chemists have not been very shortsighted and if they have not to some extent brought this position on themselves. It seems fairly obvious that if chemists had been sufficiently united to present a uniform attitude, destamped preparations could not have been marketed. And the comparison between sales by registered chemists and by other dealers and all the arguments about female assistants would not have arisen. Paragraph 18 (2) specifies "preparations or substances of any sort, including medicines, medicaments, medicated articles, drugs . . . which are recommended, held out, or advertised in any way whatsoever either directly or indirectly. . . ." So if a customer asks me if the mixture I have made up will relieve his cough, shall I have to stamp it if I reply "Yes"? And if a woman asks if camphorated oil is a good thing to rub on her child's chest for a cold, will an assurance that it is render the oil liable to taxation?—Faithfully yours,

DUTIABLE (9/3).

SIR,—I agree with your comment on the unjustness of the report by the committee on Medicine Stamp Duties, but would go further. Chemists and their representatives did not have a fair deal because there was not sufficient attack, and the Committee knew that there is not 100 per cent. unity among chemists. Nothing should have been done to bolster up an archaic law which should be completely abolished. Certainly there should be legal restraint of unprincipled or untrue advertising, labels, etc., but the whole forces of distributive trades of every kind should be directed to combining for fair and distributed revenue for the Government, combined with a determined attack on price cutting in every form. It should not be beyond the brains of the legal profession and business men to devise a scheme whereby revenue be derived in a fractional manner on everything sold to the public, and at the same time combining revenue with price maintenance by heavy fines on price cutters. Many small shopkeepers imagine that they are *petits Napoleons* and capitalists when they definitely are not; and they should realise that their interests are bound up with those of the working classes—the biggest spenders,

in toto, of the community—and they themselves are working men and women. Every shop is a valuable site for propaganda and publicity. I believe there is a strong provincial band of chemists who refuse to stock nationally advertised lines not showing a decent profit to the retailer.—Yours, etc.,

DRUG STORE (9/3).

### A Word to Wholesalers

SIR,—I should like to draw the attention of wholesalers to two or three matters which need attention and which would be appreciated, I feel sure, by the majority of chemists. (1) Price Lists. These are issued in all manners of sizes and sheets, and are difficult to stock for ready reference. I appeal to them to drop all these fancy sizes and adhere to standard octavo or quarto. Individuality can be obtained in the set-up. Whether sheets or bound lists, let them be confined to these two sizes, so that we can file them in a respectable manner. (2) They should dispatch invoices at the same time as the goods, and certainly not later than twenty-four hours afterwards. This should be done even if it needs increasing the office staff or working overtime. The retailer has to carry on until the day's orders are attended to, so why not the wholesaler? (3) Receipts. These should also be acknowledged and dispatched promptly. I consider it the height of discourtesy not to acknowledge the receipt of money within twenty-four hours, and can see no excuse for it. Some wholesalers are particularly guilty, especially with N.P.U. remittances, and take from ten to fourteen days to acknowledge them. Others are equally prompt, and receipts can be depended on to arrive quickly. Again the remedy is to take one's coat off and put in a bit of overtime if necessary.—Yours sincerely,

WEST RIDING (8/3).

### Co-operative Societies' Policy

SIR,—The unrestricted growth of the co-operative societies is becoming a serious menace, not only to pharmacy but also to the country as a whole. It is difficult to appreciate the illeted attitude of the manufacturers and wholesalers to the movement; but unless they debar the "co-ops" from obtaining supplies, they themselves may soon be "queuing up" at the doors of the Bankruptcy Court. The co-operative movement aims at monopoly, and monopoly is dictatorship; but the Government are apparently terrified to tackle the question. It is very sad but nevertheless true that there are many chemists in business on their own account who are members of the "store." We should not be angry with them—it is sympathy they require. We shall never rise to the status of a profession so long as we have people with intellects such as they have in our ranks. Manufacturers who are members of the Chemists' Friends scheme have found that this arrangement is paying them. The firms who can put on their invoices that they do not either directly or indirectly supply the co-operative stores will get even far greater support. The writing is on the wall, and unless something drastic is done soon the writing will be difficult to erase. The co-operative stores, like the multiple concerns with manufacturing interests, only stock goods other than their own as a "draw" to get the public inside their so-called pharmacies. The co-operator makes no bones about that. Yet the manufacturer sits back and thinks he is doing "fine." He had better wake up.—Yours, etc.,

REVEILLE (8/3).

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I should like to express my appreciation of your informative and interesting publication to which I have subscribed for—I should think—forty-five years.—A. A. (20/2).

I take the opportunity of congratulating you on the appearance, general get-up and the reading matter of your paper. There have been many changes since I first became a subscriber in 1893.—J. J. W. (23/1).

### C. & D. Issues Wanted

C. L. (9/3) wants to obtain the issues of the C. & D. for August 21, October 16 and October 30, 1909. Replies may be sent to him at 28 Essex Street, Strand, London, W.C.2.









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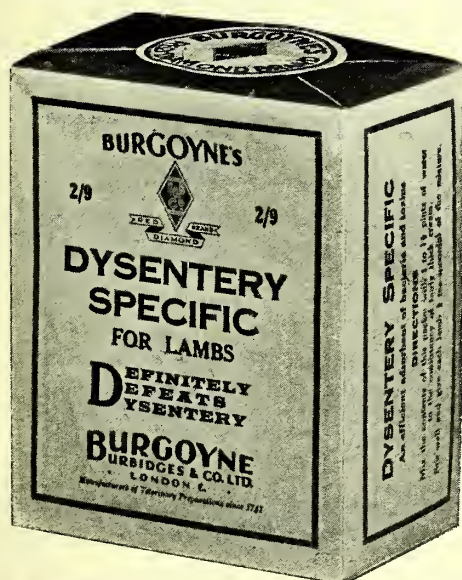
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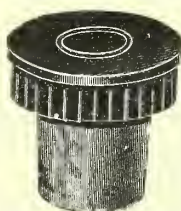
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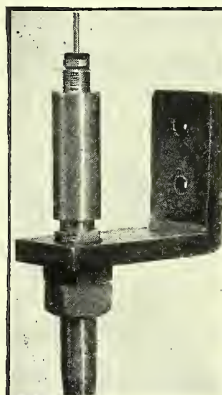
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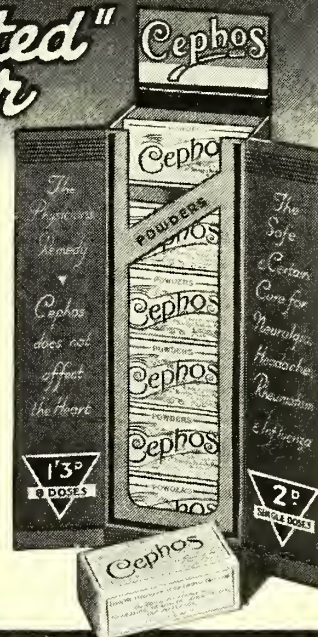
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Full particulars of this profitable sideline from:  
**Foyles Libraries Ltd., 119-125 Charing Cross Rd., London, W.C.2**  
Telephone: Gerrard 5660 (12 lines)

## SINGLETON & COLE LTD.

THE Wholesale Tobacconists

Have had the Confidence of the Trade for  
well over Half a Century

PRICE LISTS ON APPLICATION  
**CANNON ST. - BIRMINGHAM**

*Eau de Cologne . . . Lavender Water*

**ALL TOILET PREPARATIONS**

*Low, Son & Haydon, Limited*

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TELEPHONE: HOLBORN 4007 EST. 1790 PERFUMERS

From the usual Wholesalers or direct—  
**Hobson's Choice**  
**FEET POWDERS**  
**HOBSON, TRIMBLE & CO. LTD.**  
11 Union St., LEEDS.

## Chemists' Fittings

When you want Shop Fittings it will pay you to send to  
**GEORGE COOK**  
The Chemists' Working Shopfitter  
174a St. John's Road, Hoxton, LONDON, N.1  
40 years' experience. 'Phone: Clerkenwell 5371 Rough Sketches free



The Perfect Powder for cleaning Dental Plates  
**THOS. CHRISTY & CO. LTD., Old Swan Lane, E.C.4**  
Will send Samples and Showcards upon request.



# NORWEGIAN COD LIVER OIL



There is no efficient substitute for Norwegian Cod Liver Oil; you will then be on safe ground. Always Take the direct road to ask for Norwegian Nature's fount of health, Cod Liver Oil.



## OPENING A PHARMACY

We are pleased at any time to make arrangements from our Exeter Offices for opening orders.

To all those, however, who are near London, and will be in the City for the purchase of fittings, chemicals, drugs, stock, etc., we extend a hearty invitation to our London Office (29, Farringdon Street, E.C.4), where there is a fine assortment of samples, and where details of orders, large or small, can be discussed and settled.

Perhaps we may be permitted to add that as the best labels are worth while we supply them.

JAMES TOWNSEND & SONS.

EXETER Trunk Calls  
3965.

LONDON Call  
Central 8426.

## WE SUPPLY DECORATED TINS FOR PACKING OINTMENTS

AND OTHER PRODUCTS

SAMPLES AND PRICES UPON REQUEST

THE CALDICOT TIN STAMPING WORKS LTD.

CALDICOT, Nr. CHEPSTOW, Mon.

ESTABLISHED 1793.

## ATKINSON & BARKER'S INFANTS' PRESERVATIVE

The Best and Safest Infants' Medicine of  
140 years' standing.

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD.,  
13 WESLEY ST., C. on M., MANCHESTER.



# Samaritan !

## Bonus Scheme Continues •



**40%** profit for you  
if you take advantage of our  
**1937 BONUS OFFER**

**No increase in price**

Retail Selling Price

**3d.**  
per roll

(P.A.T.A. LIST and  
BRITISH STATIONER  
ANNUAL)

Apply for details to the Manufacturers: - St. Andrew Mills, Ltd., London, E.17

S6a

★these 5 words sum up

## SU-CAN

Su-can is obtain-  
able from all  
wholesale houses

- ★ HIGH CLASS
- ★ DISPOSABLE
- ★ RELIABLE
- ★ HYGIENIC
- ★ PROFITABLE

ROBINSON & SONS, Ltd. Chesterfield & 168 Old St., London, E.C.1

## Southalls SANTOWELS

The "ORIGINAL" and most popular.  
The "CELTEX" soluble, easily disposed of.  
The "K" made entirely of absorbent  
cotton wool, with very soft cover.  
The "COMPRESSED" for travelling. A  
very popular line.

SOUTHALLS (BIRMINGHAM) LTD.

## ANTISEPTIC CREAM FOR THE SKIN AND COMPLEXION

Invaluable for Protecting the Skin from the cold winds, rendering it soft and  
supple. Useful either as a Day or Night Cream

In white pots, with aluminium or bakelite caps, black and red labels.

1-oz **8/6** per doz. pots. 2-oz. **15/-** per doz. pots. 4-oz. **25/-** per doz. pots.

Attractive Show Card FREE.

CHEMIST'S OWN NAME AND ADDRESS PRINTED FREE ON 3 DOZEN.

—MANUFACTURED BY—

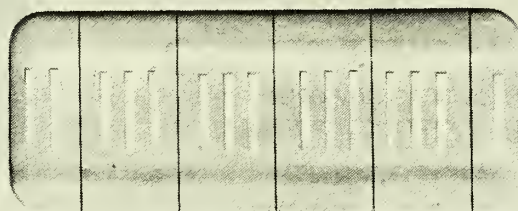
C. J. HEWLETT & SON, LTD., 35/42 Charlotte St., London, E.C.2



Announcing

**BOROLIN  
BANDAGES**A NEW  
*Dr. Scholl's*  
PRODUCTEASY TO SEE  
EASY TO SELL

Profits and Sales increase for every retailer featuring Dr. Scholl's Foot Comfort Remedies—because the consumer **knows** and accepts them as the best. For more than 30 years Dr. Scholl has specialized in Foot Care. He pioneered in Foot Treatment for Foot Troubles. Display Dr. Scholl's products in your Window—and on your counter, and watch how much more you sell. Sell the complete Dr. Scholl range—Nationally Advertised.

*Dr. Scholl's* BOROLIN BANDAGES

A safe, ready, adhesive bandage and protective dressing for minor cuts, scratches, blisters, abrasions, etc., treated with Borolin solution. Quick, safe, self-conforming, convenient.

**6<sup>d</sup>**  
PER PACKET

The new combined bandage for all minor cuts, wounds, scratches and abrasions. Looks clean and remains clean, without peeling, **WATERPROOF**. Ready made Bandages self adhesive, instantly fixed, and removed without tearing the wound. A trim, neat medicated bandage on self adhesive plaster conforming and convenient. Will not come off when washing the hands. Ingeniously slotted to allow flexibility. A wonderful First Aid Dressing for the Handbag or in the Home—the handiest and most efficient self contained bandage.

***There is still time to profit from the free 'Celebration Offer' mentioned in our broadsheet.***

(If by any chance you have mislaid this broadsheet, write for a copy now.)

***Closing Date, March 31***

**Meanwhile order Dr. Scholl's BOROLIN BANDAGES—NOW.**

**Made in Air Conditioned Factory—Untouched by Hands.**

**8 to a Pack**

Retails at

**6<sup>d</sup>.  
pack**

4/- per doz.

**The Scholl Mfg Co Ltd**

182-194 ST. JOHN ST.

LONDON, E.C.1



# HEWARDS OF TWICKENHAM

SPECIALISE IN ALL KINDS OF  
**SURGICAL  
APPLIANCES**

Send your Enquiries to

THE  
**R. H. HEWARD CO.**  
CROWN ROAD WORKS  
TWICKENHAM  
MIDDLESEX

Telephone : Popesgrove 2243, 2244

Telegrams : Beltruss, Twickenham  
or through your wholesaler

## WILLIAM MATHER, LIMITED

DYER STREET, MANCHESTER.

(Established 1826)



ZINC OXIDE and RUBBER ADHESIVE PLAISTER  
ON SPOOLS

POROUS PLAISTERS. ELASTIC PLAISTER BANDAGES  
ANTISEPTIC PLAISTER DRESSINGS, "CROCUS" CORN  
COMFORT, Etc.

# SOL-VO

## NEW PRICES



- 1 Doz. @ 6/- Doz.
- 3 Doz. @ 5/6 Doz.
- 6 Doz. @ 5/0 Doz.
- 1 Gross @ 4/9 Doz.

CARRIAGE PAID  
NET

FORD, SHAPLAND & CO. Ltd.

GT. TURNSTILE, HIGH HOLBORN,  
LONDON, W.C.1

Telephone : Holborn 4695

## THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

Principal—H. LUCAS, Ph.C., F.C.S.

### "THE SCHOOL FOR SUCCESS"

This College affords systematic instruction in the subjects for the Preliminary Scientific and Qualifying Examinations.

A New Course for the Preliminary Scientific starts early in April, 1937; fee, 6 months, 20 guineas.

Revision Courses 3 months, commence in January, April, and July; fee, 10 guineas.

Once-a-week Classes for Part I are held each Wednesday, 2-8.30; fee, £2.2.0 per term.

For all particulars apply THE PRINCIPAL—

186 CLAPHAM RD., LONDON, S.W.9. Phone: REL. 2037.

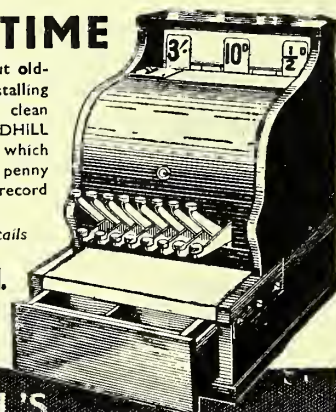
## SPRING TIME

is the period of clearing out old-fashioned systems and installing new equipment. Spring clean your business by the GLEDHILL system of cash checking, which keeps watch over every penny and ensures an accurate record of your takings.

Send for Catalogue and details

G. H. GLEDHILL & Sons Ltd.

16 Trinity Works,  
HALIFAX



**GLEDHILL'S**



# National Fitness - the "Litesome" and you



## NATIONAL ADVERTISING

Nation-wide advertising is appearing in the following papers :-

"Sunday Dispatch," "Sunday Express," "Sunday Chronicle," "The Times," "Humorist," "Men Only," "Business," "Cyclist," "Cricketer," "Motor Cycle," "United Services Review," "Police Review," "Territorial," "Civil Service Sports Journal," "Health & Strength," "Health & Efficiency," "Health for All," "Superman" and many others.

## DISPLAY

Window and counter display matter free on request.



In the movement for making Britain an A.1 nation the "Litesome" Supporter-Belt will play a bigger part than ever. In 1937 we shall carry our campaign to every corner of the land. Over 20,000,000 individual announcements will appear in the national newspapers and magazines. The benefit of this tangible expression of our faith in the "Litesome" as an article "*for constant wear by every man*" will come to you.

The "Litesome" stands alone. There is nothing else like it. It is more than a belt, more than a jockstrap, more than a suspender. Its unique principles, endorsed by doctors and surgeons, leading sportsmen and prominent athletes, ensure fitness, prevent rupture, varicocele, and prostate gland. *The time is coming when every man will wear a "Litesome" every day.*

You are invited to co-operate by laying in and displaying a small stock. Sales are certain. A generous margin of profit is assured. Ask your wholesaler or write to us direct for particulars.

Washable, reversible, hygienic. In two sizes, 28-34 and 34-40 inches. Three qualities and three prices.

**MAYFAIR** MODEL 10/6

Super quality material with adjustable waist.

**DE - LUXE** MODEL 4/6

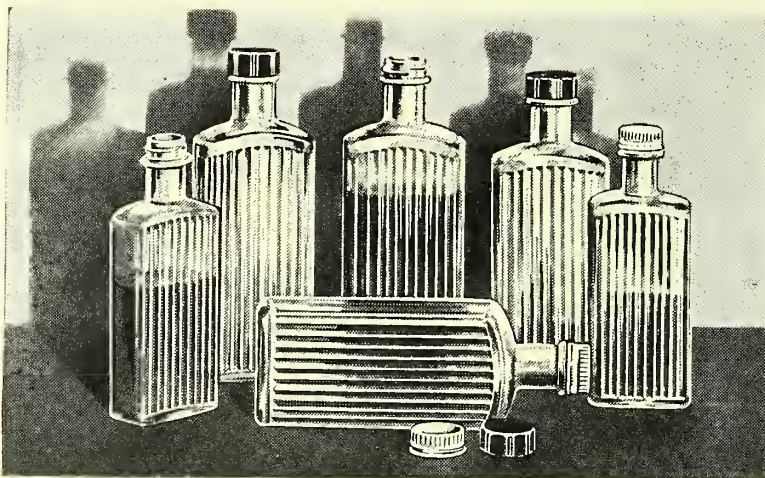
**POPULAR** MODEL 2/6



FOR CONSTANT WEAR BY EVERY MAN

**FRED B. HURTLEY LTD., 30 Victoria Park Mills, KEIGHLEY**





**BEATSON, CLARK & CO. LTD.**  
CHEMICAL & MEDICAL GLASS MANUFACTURERS  
**ROTHERHAM YORKS**

ESTABLISHED 1751

**RIBBED FLATS**  
to meet  
**1937 REQUIREMENTS**

We are introducing a new series of glass bottles—the Screw Neck White Ribbed Flats. These bottles have been designed to meet the needs of those requiring something rather different from the Ribbed Oval Series.

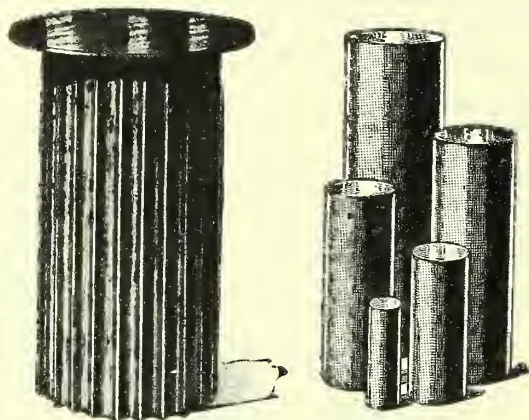
Screw Neck White Ribbed Flats can be supplied with either White Enamelled Aluminium or Black Moulded Caps, either type of Cap being available with Composition Cork Wads faced with Ceresine, or with Drab Rubber Wads.

In the photograph are shown examples of these Bottles which are now made in 1, 2, 3, 4, 6, 8, 12 and 16 oz. sizes.

Samples and prices will be supplied on request.

BC15a

**SEND FOR OUR NEW SPRING LIST**  
**of DISPLAY FITTINGS, No. CD 1742**



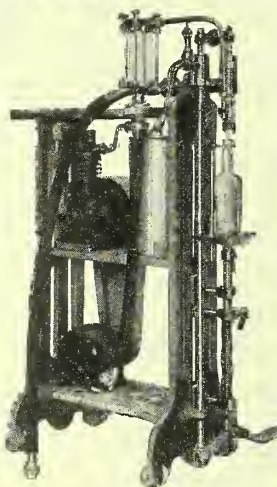
No. CDF 5771 Very attractive **Display Pillars**, constructed of compressed millboard and covered imitation Walnut Paper. The pillar has concave flutes and is extremely modern in appearance.

Each  
9 ins. high with 10 in. top 4/6  
15 ins. high with 10 in. top 5/-  
24 ins. high with 12 in. top 6/9

No. CDF 5758 Useful and Attractive **Set of Display Cylinders**, covered heavy grained Gilt paper. Comprising  
1—36 ins. high x 12 ins. wide  
1—30 ins. high x 10 ins. wide  
1—24 ins. high x 8 ins. wide  
1—18 ins. high x 6 ins. wide  
1—12 ins. high x 4 ins. wide  
22/6 the set

**DUDLEY & COMPANY, LTD.**  
451, HOLLOWAY ROAD, LONDON, N.7  
City Showrooms—65 Finsbury Street, E.C.2

**ROBERTS' PATENT**  
**"LEO" VACUUM FILLER**



for Glass, Stone, and Tin Bottles. Fills all sizes from drachm to quart—long, short or sprinkler neck.

**Clean and Rapid**  
**No Over Filling**  
**Broken Bottles**  
**Rejected**

**Easy to Clean**  
**Self Rinsing**

WRITE FOR  
PARTICULARS

**Roberts' Patent Filling Machine**  
Company Limited

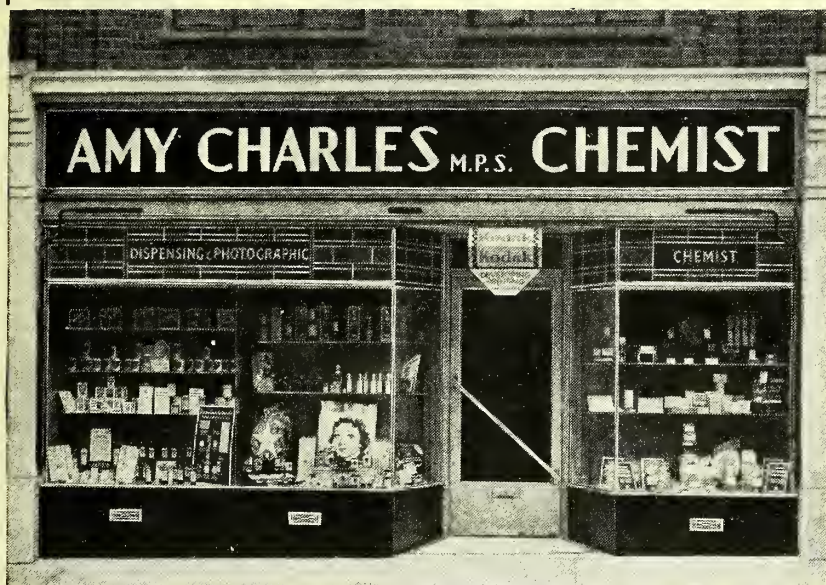
33 Roundcroft Street, Bolton, Lancashire

Makers of every description of Bottle Filling and Shallow Jar and Tin Filling Machine for the Chemists' use

ALL RIGHTS RESERVED



# RUDDUCK & CO



HAVE SPECIALISED IN  
**CHEMISTS'  
SHOP FRONTS  
AND  
INTERIOR FITTINGS**

FOR MANY YEARS

LET US PLAN YOURS

No obligation is incurred by  
letting us submit designs and  
estimates and no charge is made.

**RUDDUCK & CO.**  
219 & 227 OLD STREET  
LONDON, E.C.1

'Phone : Clerkenwell 3782-3-4

## Increase YOUR PROFITS

Please YOUR  
CUSTOMERS

By Stocking  
British Made  
Extra Rapid

ALL STAND-  
ARD SIZES  
AVAILABLE



WE  
SUPPORT  
YOU BY

LIBERAL { Discounts  
Advertising  
Show Material

Convince yourself of  
the high Standard quality by  
writing for a free sample to

**IPA WESTMINSTER LTD.**

8, 10 & 12 Lambeth Palace Rd., London, S.E.1

Telephone : Waterloo 5312 & 5313

## Keyed Advertisements

in the **CHRISTIAN HERALD**  
have paid for **50 YEARS!**

**OVER 1,000,000  
SERIOUS-MINDED READERS**

A FEW OF THE  
MANY well-  
known Products  
advertised in the  
"CHRISTIAN  
HERALD":

Bovril  
Borwick's Baking  
Powder  
Cadbury's  
Force  
Foster Clark's  
Custard  
Fry's Cocoa  
Huntley & Palmer's  
Ingersoll Watches  
Mansion Polish  
Oxo  
Ovaltine  
Phosferine  
Prudential  
Assurance  
H. Samuel Ltd.  
(Jewellers)

Week in and week out 250,000 homes  
take in the "Christian Herald." These  
British homes (homes in every sense of  
the word) represent over one million  
devoted readers—a fine buying public  
for your product.

*It pays to advertise in the Leading  
Religious Home Journal going into  
250,000 Homes Weekly.*

★ INCLUDE IT IN YOUR  
NEXT CAMPAIGN

Specimen Copy and Rate Card sent on appli-  
cation to **ADVERTISEMENT MANAGER**  
(Dept. C.D.2)

**CHRISTIAN HERALD**  
6 TUDOR ST., LONDON, E.C.4  
Telephones :  
Central 3559, 3624





# RECORD WINTER for 'ASPRO' SALES

You know that 'ASPRO' is a line that sells quickly all the year round, but this winter the sales have reached an astonishingly high level. Chemists displaying 'ASPRO' have increased their takings by as much as 33½ per cent. over the normal for this time of the year; all previous records have been broken.

Big 'ASPRO' advertising spaces are appearing in all the leading newspapers, they are busy making countless customers for 'ASPRO.' The ready-made customers nearest to you will make their purchase at the shop where the word 'ASPRO' CATCHES THEIR EYE IN THE WINDOW.

**WHY NOT DISPLAY 'ASPRO' PROMINENTLY IN YOUR WINDOW and get the full benefit of these increased sales—send for this to-day**



No proprietary right is claimed in the method of manufacture or the formula.

MADE IN ENGLAND BY

**ASPRO LIMITED, SLOUGH, BUCKS.**

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Telephone : SLOUGH 608





# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

MARCH 13, 1937

28 ESSEX STREET, LONDON, W.C.2

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL**, **PREMISES TO LET** and **FOR SALE**, **PREMISES WANTED**, **PARTNERSHIPS**, **GOODS FOR SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)  
**MISCELLANEOUS (Wholesalers' Section)** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)  
**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/-. (Box No., 1/- extra.)  
**REPLIES FROM ADVERTISERS**—1/- per line; 3 lines 2/6.

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**  
 Telephone: Central 6565 (10 lines). Telegrams: "Chemicus, Estrand, London."

## CLOSING FOR PRESS

must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

## ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS OF SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

- 1.—WANSTEAD (NEAR).—Branch Business for disposal; established over 70 years; takings £30 per week under management; price about £700 all at; reasonable rental and valuable sublet.
- 2.—HERTS.—Recently established Business situate in excellent position; increasing turnover, present rate £16-£20 per week plus Panel; nice living accommodation; stock worth £250; light oak fixtures; shop front cost £175; inclusive price £375 all at.
- 3.—WEST MIDDLESEX.—Well-established Business; takings, present rate £40 per week; excellent profits; modern living accommodation; valuable Lease; heavy, clean stock; mahogany fixtures; price £1,750 all at or valuation terms entertained.
- 4.—NORTH KENT.—Family Retail Business for sale owing to retirement; takings last year £2,134; audited accounts; scope for increase; splendid living accommodation; price £1,450 all at or valuation terms entertained.
- 5.—FINCHLEY (NEAR).—Middle-Class Business taking about £30 per week under management; beautifully fitted Pharmacy; heavily stocked; excellent modern living accommodation over; although the stock and fixtures cost the Vendor about £1,250, we believe an offer of £1,000 would be accepted.
- 6.—CROYDON (NEAR).—Middle and Working Class Cash Retail Business taking £18-£20 per week; rent for lock-up shop £55 per annum; valuable stock and fixtures; price all at £425.
- 7.—SOUTH LONDON.—Middle and Working Class Cash Retail Business with very high Panel; returns approximately £2,000, increasing; audited accounts; very good, clean, saleable stock; rent only £70 per annum; reasonable purchase price.
- 8.—LEWISHAM (NEAR).—General Retail Business for immediate sale; returns under the supervision of a lady £15 per week; scope; stock and fixtures worth about £500; flat over; price asked £500 all at.
- 9.—WELLING (NEAR).—Middle and Working Class Business; takings over £20 per week; net profit £374 last year; price £500 all at, or best offer.
- 10.—WEST END.—High-Class Dispensing Business; returns £25 per week under management; plenty of scope; nicely fitted Pharmacy; price £500 or valuation.
- 11.—CRYSTAL PALACE.—General Retail Business taking about £25 per week; good profits; living accommodation over; rent £70 per annum; good Panel; minimum price £300 for the goodwill and fixtures plus stock at valuation, in all £550-£600.

- 12.—INLAND SPA, WEST OF ENGLAND.—High-Class Business; returns about £2,400 per annum; net profit about £500; imposing pharmacy; excellent position near main hotels; stock and fixtures estimated at about £1,100; valuation terms entertained; Vendor retiring.
- 13.—NORTH OF ENGLAND.—High-Class Business; takings average between £70 and £80 per week; accountant's figures; heavy stock; Arden Agency; valuable premises; price for business and property £4,500.
- 14.—SOUTH COAST.—General Retail Business for sale; takings exceed £1,300 per annum; attractive main road shop; stock worth about £400; living accommodation; rent only £65 per annum; price £800 all at or near offer.
- 15.—MANCHESTER.—Middle-Class Cash Retail Business for sale; established over 50 years; takings, present rate, about £20 per week; scope for considerable increase; large double-fronted shop, very well fitted and stocked; stock could be lowered to suit purchaser; fixtures worth £200-£250; rent only £60 per annum; price £100 for the lease and goodwill, plus stock and fixtures at valuation.
- 16.—HANTS.—Genuine Business for sale on account of Vendor having agreed to buy another concern; takings last year £1,402; double-fronted shop in good position; stock and fixtures worth about £850; nice living accommodation; no goodwill asked; further details upon application.
- 17.—LANCS COAST.—Good Class Business for immediate disposal; established 10 years ago; returns for last completed financial year £1,616; net profit approximately £330; flat over shop; valuable stock and fixtures; rent only £100 with the possibility of a reduction; price £950 all at or valuation terms entertained.
- 18.—SURREY (IMPORTANT TOWN).—Middle-Class Business taking over £1,400 per annum; net profit over £400 per annum; accommodation over; rent £70 per annum; price of business £925 all at or near offer.
- 19.—HOME COUNTIES.—Middle-Class Business situate about 30 miles from London; old-established; takings exceed £3,200 per annum; excellent profits; very valuable lease; heavy stock; price £2,500 all at or valuation terms entertained; branch business can also be purchased if required, takings about £1,550 per annum.
- 20.—VICTORIA.—Good Middle-Class Business; increasing turnover, last year £1,514; good position; renewable Lease; price £550 all at; genuine reason for disposal.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.



# ERNEST J. GEORGE & Co.

**Bank Chambers, 329 High Holborn, London,**  
Telephone Nos. : Holborn 7406 & 7407 (2 lines) **W.C.1**

**15 Bridge Street, Walsall** Telephone : Walsall 3774

**Lancashire and District Representative : Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone : Great Moor 2405**

*Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.*

(C1) LONDON, N.W. (OUTER SUBURB).—Attractive modern Pharmacy, with two flats above; turnover approximately £2,500 per annum; situated in growing good-class district; price £1,650, or near offer.

(C2) MIDDLESEX.—Attractive modern, good-class Pharmacy, with up-to-date flat; premises occupy prominent position, and the turnover, which is now at the rate of about £45 weekly, is steadily increasing; definite scope; price by negotiation.

(C3) ACTON.—Excellent profit-earning business, situated in populous area; average returns about £2,000 per annum; net profit £500/£600; large N.H.I.; very low rental; price by arrangement.

(C4) SOUTH-EAST MIDLANDS (CATHEDRAL CITY).—Old-established, middle-class business with good living accommodation; increasing turnover; returns for last year, £1,450; reasonable rental; long lease; price to comprise value of stock and fixtures, together with goodwill, to be agreed (total will approximate £750/£800).

(C5) BOLTON (NEAR).—Established middle-class business, occupying good position; present returns upwards of £1,400 per annum, but capable of considerable increase; rent and rates approximately £46; goodwill £150 (or reasonable offer), plus value of stock and fixtures.

(C6) SURREY.—Good-class business situated in shopping street; turnover for last financial year, £2,621; gross profit £944; living accommodation; no near opposition; price £1,800, or near offer.

(C7) SOUTHSEA (NEAR).—Drug store; present returns small, but under qualified proprietorship should be easily capable of an early £30 per week; main road situation; up-to-date house with garage, garden, etc.; Kodak agency; price all-at £250.

(C8) MARYLEBONE (NEAR).—Old-established, good-class business, with genuine scope; turnover should at a reasonably early date reach the £2,000 mark; moderate rental; price by negotiation.

(C9) FINSBURY PARK (NEAR).—Drug Store, in present hands for past fourteen years; net profit approximately £250 per annum; good scope under qualified proprietorship; situated in populous area; reasonable purchase price.

(C10) SURREY (HALF-AN-HOUR FROM WATERLOO).—Easily conducted middle-class business; net profit for 1935/36, £447; no near opposition; living accommodation available for occupation; rent £70; price £900/£950, according to value of stock.

(C11) LIVERPOOL (DEATH VACANCY).—Old-established; in late hands 30 years; turnover for 1936, £1,158; corner shop, situated in centre of shopping district; scope for substantial increase; price £775, or offer, as quick sale desired.

(C12) MANCHESTER.—Good profit-earning business with excellent living accommodation; turnover £2,100; net profit £550/£600; rent £68; lease 21 years; price £1,550, or near offer.

(C13) LONDON, E.C.—Established City business; increasing turnover, now at the rate of approximately £2,150 per annum; easily conducted; good scope for further increase; price £950, or near offer.

(C14) BUSH HILL PARK (NEAR).—Attractive modern Pharmacy with up-to-date flat; no near opposition; turnover about £1,300 per annum; definite scope for further increase; price £850 or near offer.

(C15) BRIXTON (NEAR).—Exceptionally good profit-earning business, occupying main road position; old-established; average net profit about £400; rent £52; sub-let £78; price £800, but near offers may be considered.

(C16) WESTMINSTER.—Lock-up Pharmacy situated in populous area; turnover for last financial year, £1,514; rent £130 inclusive; stock and fixtures estimated at £430; price for quick sale £550 all-at, or near offer.

(C17) HARROW (NEAR).—Up-to-date Pharmacy with no near opposition; steadily increasing turnover, now averaging between £28 and £30 per week; sub-post office in addition; living accommodation; excellent scope; price £1,000 all-at, or near offers may be considered.

(C18) LONDON, S.E.1.—Main road business, situated in busy thoroughfare; turnover upwards of £1,850; scope for increase; good panel; living accommodation; price £850, or near offer.

(C19) LIVERPOOL.—Owner retiring; turnover upwards of £2,100 per annum, with scope; property also for sale; living accommodation; reasonable purchase price.

(C20) BOURNEMOUTH (NEAR).—Attractive modern Pharmacy with up-to-date flat; for an immediate sale, which is desired for genuine reasons, the value of stock and fixtures only will be accepted; turnover £1,400, with definite scope for further development; main road situation; exceptional opportunity.

(C21) KINGSTON-ON-THAMES (NEAR).—Up-to-date Pharmacy with living accommodation; increasing turnover, at present averaging about £100 per month; reasonable rental; price £500 or offer.

(C22) MITCHAM (NEAR).—DEATH VACANCY. Prominently situated in busy main street; turnover for last year, £1,286; gross profit, £616; net profit £380; property for sale, or lease will be granted at a rental of £150 per annum; living accommodation; price £850; near offers may be considered.

(C23) CROYDON.—Lock-up Pharmacy, showing steadily increasing turnover, now at the rate of £20-£25 weekly; rent £90 per annum; price £490.

**Valuations for transfer, probate, income tax, etc., promptly executed at economical rates. Agency for locums, managers, etc.**

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

## BUSINESSES FOR DISPOSAL.

**BLACKPOOL.**—Old-established Drug Stores, Herbs, etc.; lock-up; central position; Kodak Agency; average turnover between £1,250 and £1,400; great opportunity for a Qualified man; inclusive price £675; owner other interests; other details only to genuine buyers with the necessary capital at interview; secure now for season trade. 21/8, Office of this Paper.

**BRISTOL.**—Genuine Cash Business for Sale; owner leaving Retail; net profit £500 per year; easily worked; no opposition; must sell immediately; only applicants with available cash need apply; price £1,100; no offers, please. 20/52, Office of this Paper.

**CITY OF LONDON.**—An Old-established Business, near main road, with no near opposition; increasing turnover, now well over £2,000, with still further scope for increase; investigation invited; price £1,000 or near offer; banker's reference, please; no agents. Full particulars P.C.B. 237/33, Office of this Paper.

**LANCS.**—Modern Pharmacy, midway between Liverpool and Southport, for immediate disposal; stock approximately £250; business showing steady increase. For further particulars apply Association of Manufacturing Chemists, Ltd., 2 Bixteth Street, Liverpool.

**YORKSHIRE.**—For Sale, an old Family Business in working-class district; established over 50 years; Wine and Spirit licence and good N.H.I.; well stocked; 1936 takings over £1,000 apart from wines and spirits. Apply 19/15, Office of this Paper.

**On Sale Wednesday, April 28th**

## THE OFFICIAL SOUVENIR PROGRAMME OF THE CORONATION

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### AN OPPORTUNITY

occurs to acquire an old-established Business in a large town in Yorkshire (West Riding).

#### Special Note.

The opportunity is an exceptional one. It is situated in the finest position in the main street—the very hub of the town. It has recently been entirely reconstructed, has a magnificent modern frontage, and is beautifully furnished and equipped—unquestionably one of the finest Chemists' Shops in Yorkshire.

The large stock is all new and up to date. Excellent reasons for disposal. Price £1,500, and stock at valuation. Genuine enquiries only. 19/4, Office of this Paper.

**BARGAIN.**—Cash Drug Stores; good position main road; 4 rooms, scullery, garden, etc.; trade £16 per week; big scope; rent £85; £275 all at, including stock £160. (Shop), 98 London Road, Sevenoaks.

**DISPENSING** and Photographic Business, with three sole Agencies and option of Wholesale Sundries connexion; established nearly 10 years; fine premises; busy main road in prosperous Midland city; good trade under management; owner, living away, is retiring; low rent if leased, or would sell property; plenty of living accommodation if small addition is made to premises; fine opportunity, as buyer could take over for price of stock only, which could be reduced to approximately £450. 19/8, Office of this Paper.



**NEAR WANSTEAD.**—Established Drug Store; takings £600 p.a. at 35 per cent. profit; fitted in mahogany; fully stocked; rent £100 on lease; excellent living accommodation could be let off for £65; this business has been run under unskilled management and is capable of considerable increase under Qualified direction; price £200, plus stock at valuation. 18/3, Office of this Paper.

**SMALL Chemist's Business,** situated important Essex town, for Sale; new, clean stock; ample house accommodation, with yard and garage; latter let off, leaving net rent 17s. 6d. weekly inclusive rates; £135, all at. 21/9, Office of this Paper.

**£400 ALL AT.**—Double-fronted Lock-up Shop, N.W. district; Middle-class Business; returns average £22 per week, plus N.H.I., increasing; good net profit; rent and rates £101 per annum; long lease; stock approx. £250. 20/19, Office of this Paper.

**£250 BUYS Herbal Drug Stores and Rubber Goods Business,** established in main road, South London, over 50 years; large double-fronted shop, 7 rooms, yard, kitchen; rent only 25s. per week inclusive; guaranteed more than a living; agreement or lease; price includes goodwill, fixtures, fittings, stock. Advertiser, c/o 24 High Street, Welling, Kent.

## BUSINESSES WANTED

**WANTED.**—London or Southern Counties Drug Store; moderate price, with living accommodation; must show a living and be capable of improvement; all letters answered. 19/2, Office of this Paper.

## PREMISES TO LET

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**SHEPHERD'S BUSH,** Romney Court.—Commencing rents only £100 per annum exclusive; attractive shops, with an excellent opening for this trade; central heating, modern fronts, etc. Managing agents, Keith Cardale & Partners, Ltd., 43 North Audley Street, W.1. Mayfair 4631.

**SOUTHEAST-ON-SEA.**—Chemist required; double-fronted shop; good living accommodation; low rent; all Staybrite steel front. Apply Station Estate Office, opposite Prittlewell Station.

**A SPACIOUS modern double-fronted Shop to Let,** High Street, Harlow, Essex (fitted); good scope here for Chemist; population approximately 4,000; supporting three Doctors and one Chemist; local shopping centre of growing district; 21 miles London; large room, conveniences, yard, etc.; rent £65 per annum; long- or short-term lease. Enquiries: R. K. Brown, Hatfield Heath, Nr. Bishop's Stortford.

**AT RAYNES PARK (COOMBE LANE), S.W.20.**—In a rapidly growing district, with excellent opening for good-class trade, new Shop to be Let on Lease; modern shop front; neon-lighting; floodlighting supplied by landlord; basic rentals from £110 p.a.; special allowance at commencement of tenancy to assist sound tenant. Hickman & Bishop, Crouch's Coombe Lane Estate, Kingston By-Pass, S.W.20. (Malden 2486.)

**CHEMIST.**—Splendid opening in block nearing completion, Goodmayes; exclusive position; literally surrounded by houses away from competition; good shop with two-floor flat above; £100 a year to start. Apply to owner, Mr. H. H. Dartnall, High Stone, Leytonstone.

**HIGH-CLASS Shops to Let in new Parade,** in best part of High Road, Streatham, from £140-£500 p.a. Apply Letting Manager, 17 Streatham High Road ('Phone: Streatham 9627), or Bell Investment Trust, Ltd., 115 Park Street, Mayfair, W.1 ('Phone: Mayfair 4201).

**SHOP and Flat to Let,** Claygate, opposite Mac Fisheries; only vacant shop in busy station parade; suitable opening for good Chemist. Apply to owner, Mrs. Wilkins Tilley, Fairlawn, Claygate, Surrey. 'Phone before 11 a.m.: Esher 223.

**TO LET on Lease in Dublin.**—Premises, centrally situated; very suitable for small Factory or Store, with office accommodation, goods entrance; water and electricity laid on. Box 9067, Eason's Advertising Service, Dublin.

**UNOPPOSED Position, Shop Premises to Let.**—Exceptional opportunity for Chemist to acquire long, valuable lease of modern Shop Premises with house combined, now nearing completion by builders; the premises comprise a double-fronted corner shop and ample living accommodation, well arranged, and situated in Bedford; the district is densely populated and still rapidly increasing; no competition whatever, and there is a great demand by the public and local Doctors for service from this position; shop front will be put in at owner's cost and the whole premises let on 28 years' (F.R.I.) lease at a rental of £125 per annum exclusive; ingoing premium only £75 (immediate application advised, as this offer is only made subject to premises being available). Communicate: Colin Gray & Co., Surveyors, 104 High Holborn, W.C.1. Telephone: Holborn 8171/2.

## PREMISES WANTED

**WILL Owner-Occupier of Shop Premises in first-class position** who is willing to sell and remain as tenant please communicate with advertiser wanting to invest in shop property? Dodds, High Meadows, Gerrard's Cross.

## AGENCIES

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**SCANDINAVIAN SOAP AND COSMETIC FACTORY OFFERS ITS SERVICE.**—Denmark's Oldest, Largest and Best-Introduced Soap, Perfumery and Cosmetic Factory offers its service to firms who want to have their articles manufactured in Denmark; necessary import licence for raw materials at hand; the factory's own well-organised sales department will, if desired, take over the sale. Apply to U.87, c/o Wolff's Box, Copenhagen, Denmark.

## BUSINESS OPPORTUNITIES

**MANUFACTURERS of Toilet Preparations, Chemists' Sundries, Proprietary Medicines, Photographic and Optical Goods,** who are interested in being represented in South Africa, are invited to arrange a meeting with Mr. S. L. Weinbrenn, of Wrens (Pty.) Ltd., Johannesburg, who will be in London shortly.

Wrens (Pty.) Ltd. have branches in Cape Town, Pretoria, Durban and in all other important centres, and are in a position to market lines all over South Africa.

All propositions are to be addressed to the London agent, who will arrange interviews, etc., pending the arrival of Mr. S. L. Weinbrenn.

All enquiries to Mr. J. G. M. Adey,  
28 New Bridge Street,  
London, E.C.4.

Telephone: Central 7922.

## DIRECTORSHIPS

**AN Exceptional Opportunity** presents itself for a Chemist to be an active Director in a Company Manufacturing a Nationally Advertised Speciality; excellent prospects; or investment without directorship if preferred; state full particulars and capital available. 297/732, Office of this Paper.

## EDUCATIONAL

**FOR TUITION in Mathematics, Optics and**  
Sight-testing apply C. V. Bolton, F.S.M.C.,  
F.I.O., 49A Leigh Road, Leigh, Lancs.

**CHIROPODY, the Uncrowded Profession.**—Intensified 6 months' or 12 months' general course; School connected with largest Foot Hospital in the world; unusual training facilities. Call or write, National School of Chiropody (Dept. 90), 133 Upper Street, London, N.1.



## APPRENTICES

**BIRMINGHAM**.—Vacancy for Apprentice in Busy Middle-class Shop. 20/7, Office of this Paper.

## SITUATIONS OPEN

### RETAIL (HOME)

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BRENTFORD** (near Kew Bridge).—Permanency, Qualified Lady; good N.H.I. Dispenser, with Counter experience, etc. Full particulars at once to A. Wood, Ltd., 116 High Street, Brentford, Middlesex.

**CARDIFF**.—Qualified Assistant wanted by March 18; must be of good appearance and well up in Photography and Window-dressing. Apply, with photo, salary required and two recent references, Frank Edwards, 46 Cardiff Road, Llandaff, Cardiff.

**CROYDON AREA**.—Unqualified young lady, all-round Assistant, for good-class business; must be good Dispenser and Window-dresser; commence after Easter; photo if possible, with full particulars first letter. 19/16, Office of this Paper.

**LONDON**.—Qualified Lady for Dispensing and Counter; please state when free, salary and usual particulars. 20/9, Office of this Paper.

**LONDON**.—Qualified Male or Female required for Retail Business; keen Salesman. Give full particulars *re* age, experience, references and salary required, 20/46, Office of this Paper.

**LONDON, N.1.**—Qualified Assistant, able to take charge of Working-class Business, wanted to commence April 4; knowledge of Optics an advantage, but not essential. Apply with full particulars *re* experience, references, age, married or single, and wages expected, etc., to 21/11, Office of this Paper.

**LONDON, W.1.**—Manager (not under 30) required for first-class business; previous West-End experience an advantage; progressive position to the right man. Full particulars of experience and salary required to 20/20, Office of this Paper.

**SOUTHEND-ON-SEA**.—Experienced Qualified Chemist required; state salary. Apply Williams, 114 East Street, Prittlewell.

**SOUTH KENSINGTON**.—Unqualified Assistant required (male); one who has had experience in good-class Dispensing and Retail business. Apply by letter only, with full particulars of experience and salary required, W. Green, 156 Cromwell Road, London, S.W.7.

**YORKSHIRE AND WEST RIDING**.—Qualified Chemist required (male or female); reliable Dispenser, good Counter manner and knowledge of Toilet Goods essential. Write Box "T," 4997, Frost-Smith Advertising, 64 Finsbury Pavement, E.C.2.

**ASSISTANT**, young, Unqualified, male, for good-class Pharmacy at Leigh-on-Sea; good appearance essential; accurate Dispenser and tactful Counterman; state age, height, experience and salary expected; permanency; applications unanswered in three days declined. 20/3, Office of this Paper.

**CAPABLE** Unqualified Assistant, male or female, for high-class Family business; must be used to high-class Toilets and Display; reliable Dispenser; permanency. H. Dutton, 3 Wilmslow Road, Cheadle, Cheshire.

**CAPABLE** Young Lady required in Chemist's Business in Birmingham district; good knowledge of Toilet Lines and Window-dressing ability essential; permanency to right applicant. Write, giving full particulars, to Box 4997, Frost-Smith Advertising, 64 Finsbury Pavement, E.C.2.

**CHEMIST**.—Qualified and progressive Pharmacist to open New Drug Department. Applications, with three copies recent testimonials, stating age, experience and salary required, to Secretary, Methil Co-operative Society, Ltd., Wellesley Road, Methil, Fife, not later than Tuesday, March 16. Endorse envelope "Chemist."

**COMPETENT**, energetic Assistant (gentleman), tall, with good experience, well up in Dispensing and Counter; about 30. Please give full particulars as to experience, age, height, salary and references, photo if possible, Hill & Shaw, 357 High Street, Cheltenham.

**COOPER, SON & CO., LTD.**, have a vacancy for a Qualified Assistant (22-24), male, preferably with London experience. Full particulars, age and salary expected, to "A. J. B. C.," 80 Gloucester Road, S.W.7.

**JOHN BARNES** of Hampstead have vacancy for Junior Qualified Chemist interested in obtaining Retail experience; no Dispensing; this post carries a moderate, progressive salary. Apply in person or by letter to the Staff Manager.

**JUNIOR** Qualified Assistant, male, required for high-class Dispensing business in the Isle of Wight, immediately. Full particulars, age, height, experience and salary expected, 297/736, Office of this Paper.

**LADY** Assistant, Unqualified, for Dispensing; to make herself generally useful. Apply by letter first, giving full particulars, experience, reference and wages, to J. M. Pearson, 63 Lupus Street, S.W.1.

**LADY** Assistant, Unqualified, required immediately; good Counter and Dispensing experience. Particulars to C. H. White, Ltd., Market Place, Oldbury, Nr. Birmingham.

**LADY** Pharmacist required to take charge of small branch in Somerset; modern flat available. Apply, stating age, experience, salary required, enclosing photograph (to be returned), to 21/5, Office of this Paper.

**LADY**, Qualified, Chemist required to take over sole management of Branch Pharmacy; must be well up in Photography and Toilet Goods; please give full particulars, with salary required. Hudsons, Chemists, Skegness.

**LOCUM**, Qualified, with good experience, required for part of July, August or September. Apply, giving free dates, stating age, references and salary required (indoors), Horne, Pharmacist, 16 High Street, Swanley, Kent.

**MANAGER** (married) required for small seaside town; house provided; Assistants kept; must be good Dispenser and used to high-class trade; vacancy April 18. Kirkman, Chemist, New Milton, Hants.

**OPTICIAN**, Qualified, with Pharmacy experience, required for good-class business; sole charge of Optical Department; references must bear fullest investigation; comfortable post for the right man. Fullest particulars to E. P. Northover, Chemist and Optician, 32 Harlestone Road, Northampton.

**QUALIFIED** Gentleman for evening Dispensing; about 2 hours per evening. Apply 20/13, Office of this Paper.

**QUALIFIED** Junior Assistant (lady or gentleman) required for country business; no Sunday duty, usual half-holiday. Apply, with full particulars, including age, height, salary required, photograph and references, to Smith, Chemist, Downham Market, Norfolk.

**QUALIFIED** Lady Assistant wanted; to commence middle of April; quick Counter and N.H.I.; working-class district; permanency. State salary, particulars, etc., to J. W. Cole & Son, Ltd., 248 Infirmary Road, Sheffield, 6.

**QUALIFIED** Man; young, keen; good Window-dresser and accustomed to N.H.I. Dispensing. Apply, giving full particulars, to Glasstone (Chemists) Ltd., 454 Lodge Avenue, Dagenham, Essex. Telephone: Rippleway 3668.

**READ'S OF VICTORIA STREET** require an Assistant of good appearance and address; must have ability and experience in Window-dressing and Selling Quality Goods. Apply in writing, stating age, experience, salary required and whether Qualified, J. H. Read, Ltd., 141 Victoria Street, S.W.1.

**REQUIRED** immediately, capable Unqualified Assistant for Light Retail Dispensing; good Window-dresser. Send full particulars age, experience and salary required to Suburban Chemists, Ltd., 225 High Road, Loughton, Essex.



**TAYLORS DISPENSING CHEMISTS** will shortly require Qualified Chemists for Relief Duty during the coming season in various districts. Apply by letter, Retail Staff Manager, Timothy Whites & Taylors, Ltd., 70 Vauxhall Bridge Road, London, S.W.1.

**THURSDAY Evenings and Occasional Sunday Mornings and Evenings.**—Relief Assistant for light duties required. Thompson, Chemist, 39 Park Road, Crouch End, N.8.

**UNQUALIFIED Assistant or Improver** required for N.H.I. Dispensing and Counter; good references essential. Apply, stating age, height, experience and salary required, to E. Y. Stuckey, Chemist, Northampton.

**UNQUALIFIED young Junior Assistant, Part I;** good-class Dispensing Business; state when disengaged, details of experience and salary asked. Edmonds, 83 South Street, Eastbourne.

**URGENTLY Required (death vacancy),** Qualified Man as Supervisor; light duties; please state salary required, which must be moderate; position near London (South). 21/2, Office of this Paper.

**WANTED, Piccadilly district,** Qualified Assistant; good Salesman and Window-dresser; state salary required, experience, age, and enclose photo. 20/25, Office of this Paper.

**WANTED.**—Unqualified Assistant for Drug Department. Apply in writing, stating age and experience, to Manager, Drug Department, Co-operative Society Ltd., Wellington Street, Stockton-on-Tees.

**WANTED.**—Unqualified Assistant; good Window-dresser and Dispenser; with knowledge of Wine and Spirit Trade, and Photography, including Cine. Apply, giving full particulars of salary required, experience, etc., to 20/39, Office of this Paper.

**£45 S. WEEKLY** to commence for a Young Qualified Man who is prepared to work hard if given opportunity for steady and material advancement; Medium-class Cash Retail; S.W. London; tactful Salesmanship and Display Ability important; state age, height, full details of experience and when at liberty. 20/26, Office of this Paper.

### WHOLESALE

**A FOREWOMAN** required by Midland firm; used to controlling female labour; Labelling, Wrapping, etc. Full particulars, giving age, wages and experience, to Box B/587, Office of THE CHEMIST AND DRUGGIST, 111 New Street, Birmingham, 2.

**A N ESTABLISHED FIRM** marketing nationally advertised Toilet Preparations require first-class Traveller (owning car) for the Birmingham area, who must have live connexion with Chemists, Ladies' Hairdressers, etc.; salary, expenses and commission will be paid. Write, stating age and details of past experience, to Box 552, Samson Clark's, 57 Mortimer Street, London, W.1.

**A N Old-established firm of Manufacturing Chemists** requires the services of an experienced Representative, preferably with some connexion, to call upon Doctors, Veterinary Surgeons, Chemists and Hospitals in the Western Counties of England. Apply, giving full particulars, to 19/7, Office of this Paper.

**A PPLICATIONS** are invited for positions on the Sales Staff of an old-established firm of Manufacturing Chemists selling a wide range of high-grade products through Chemists, Grocers and General Stores; salary, commission, expenses; permanencies if suitable; give complete details experience, connexion, salary required, age, etc.; only experienced business-getters need apply. 297/733, Office of this Paper.

### PHOTOGRAPHS, TESTIMONIALS, &c.

When replying to advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. Many of these announcements produce an exceptionally large response and, as can be readily understood, the task of returning photographs, testimonials, &c., is one of some difficulty.

**ASSISTANT SALES MANAGER.**—Young Man wanted by progressive London House marketing own products and Sales Agents for leading firms; commencing salary £150 and commission; investment required £250; exceptional opening and prospects. Write fully 20/32, Office of this Paper.

**COST Clerk** required for North London Wholesale Chemists (age over 20); must be experienced in London Sundries House. Apply, in own handwriting, stating experience and salary required, 297/734, Office of this Paper.

**ESTABLISHED Firm** manufacturing Agricultural and Horticultural Preparations requires Manager for Sales Department; Technical and Commercial experience of similar duties necessary. Full particulars in strict confidence to 297/737, Office of this Paper.

**EXPERIENCED, Unqualified Assistant** required by Scientific Instrument Manufacturers; must have good knowledge of Wet and Dry Chemical Counter work. 297/731, Office of this Paper.

**MALE or Female experienced Granulator** required for Manufacturing Chemists in S.E. London. Write, stating salary required and full particulars, to 297/724, Office of this Paper.

**OLD-ESTABLISHED firm** require whole-time Representative, with good connexion among Hairdressers in Sussex and Hampshire, to increase their turnover in attractive and competitive packed and bulk Toilets in this area; salary, expenses and commission offered, but own car and residence in area essential. Send full details to 19/5, Office of this Paper.

**REPRESENTATIVES,** calling on Chemists and Stores, with established connexion wanted to carry additional line, repeat line; North London, Norfolk, Yorkshire, Bristol district, Wales, North-East England, Scotland and North Scotland, Cornwall, Devon, Brighton district. P.C.B. 237/26, Office of this Paper.

**REPRESENTATIVES** in all areas, with established active connexion among Chemists and Stores, having opportunity for effectively selling new advertised lines on commission, also Buying Agents, are invited to write in confidence, stating extent of prospective contacts and terms required, to Box WCB/101, Scientific Publicity Limited, Cliffords Inn, London, E.C.4.

**REPRESENTATIVES** wanted for Nationally Advertised Line, on commission basis only. The following territories are open: Yorkshire, North-East Coast, Scotland, and South Coast. Write to The Sales Manager, Gallops Ltd., 115 Earl's Court Road, London, S.W.5.

**REPRESENTATIVES** wanted in all districts, must be experienced in calling on Chemists and Wholesale, to handle Vanquet Regd. Products on good commission basis, as an extra line (over 24 years of age). Write, stating experience and territory covered, 19/12, Office of this Paper.

**SCOTTISH Agent,** calling Chemists, Stores and/or Hairdressers, required for Manicure Series already fairly well introduced; extensive advertising commences May, but an account-opener not an order-collector wanted; unusual opportunity for keen man. 297/730, Office of this Paper.

**TRAVELLERS** calling on Co-operative Society Grocery Departments are offered good side-line, always seasonable; already good seller; good commission. Reply, stating area covered, 20/11, Office of this Paper.

**TWO** thoroughly experienced Representatives required for London; connexion Chemists, Stores, Hairdressers essential; salary, commission and expenses. Apply by letter only, Euco's Products, Ltd., Carlisle Road, N.W.9.

**WANTED.**—Qualified Chemist to take charge of Pill and Tablet Department. State age, experience and salary required to Wyleys Limited, Coventry.

### COLONIAL, INDIAN AND FOREIGN

**BRITISH DOMINION, Healthy Climate.**—Chemist, young man, wanted, with thorough knowledge of Manufacture and Prescribing of Homoeopathic Remedies; Assistant not holding Pharmaceutical Society's certificate might be considered; unmarried essential; passage paid out. Apply by letter only, giving full details experience, to CMN, 23 Arrol Road, Beckenham, Kent.



## SITUATIONS WANTED

## RETAIL (HOME)

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.**—CHEMIST-OPTICIAN, M.I.C.O., M.P.S., F.N.A.O., F.I.O., young, keen, energetic, experienced in Optics, Pharmacy, Biochemical Analysis and small-scale Manufacture, used to controlling staff, shortly requires permanent position of trust showing fair salary for services; most excellent references; interview arranged; photo and references on request. "Chemist," 182 Benhurst Avenue, Elm Park, Romford, Essex.

**A.A.**—(28) Qualified; 5 years manager West End, provinces; educated, adaptable; tactful Salesman; business builder; free; London. 21/6, Office of this Paper.

**A** SMART Qualified Manager (25), 8 years' first-class experience, desires position; expert Salesman, quick and accurate Dispenser, Window-dresser; impeccable references. Reply 20/35, Office of this Paper.

**A** WELL-EDUCATED Pharmacist (31), married, desires position in good-class Pharmacy where proprietor contemplates retirement, with a view to early succession or partnership; capital available. 22/2, Office of this Paper.

**A** DVERTISER (40), experienced all branches, seeks position Birmingham area, Wholesale or Retail; good Prescriber, quick, accurate Dispenser, tactful Counterman; temporary or permanent. 19/6, Office of this Paper.

**A** SSISTANT, good all-round; 16 years last reference; Unqualified; permanency or locum; London area. Stevens, 46 Maybury Gardens, Willesden Green, N.W.10.

**A** SSISTANT, Unqualified; excellent experience all branches; moderate salary; London area; interview arranged. "Rhei," 20/43, Office of this Paper.

**A** SSISTANT, Unqualified, experienced Dispensing, Counter, Photography, Window-dressing; trustworthy, tactful, courteous; London or near. BM/JPOG London, W.C.1.

**A** SSISTANT (22), Unqualified, male, seeks post, Reading or Basingstoke district; experienced High-class Business, Dispensing, Counter, Window-dressing; free now. Weddell, 41 Cliddesden Road, Basingstoke.

**B** UYER (male) of Perfumery, Drugs and Toilet requisites, has a thorough knowledge of the trade, having spent whole career in the West End, desires change. 20/12, Office of this Paper.

**C** ANADIAN Qualified Chemist, at present employed, seeks position in Great Britain; good appearance, manners and references; highly experienced in Dispensing, Store Management, Modern Merchandising, Window Display, Advertising and Business Creation generally. Write "Pharmacist," c/o 301 Power Building, Winnipeg, Canada.

**C** HEMIST (28), smart personal appearance, address, requires permanency with reputable firm, City or West End; late manager Piccadilly; highest references; excellent experience. Chemist, 67 Guilford Street, W.C.1.

**C** HEMIST, 25 years as Branch Manager (retired on pension), offers services as locum in Middlesex, Herts or Bucks. "Pharmacist," "Dunollie," Lancing Way, Croxley Green, Herts.

**D** OES anyone require services of young Registered Pharmacist?—Locum or permanency; 11 years' Retail and Hospital experience; highest references. H. E. Gauld, 139 Petherton Road, N.5.

**E** LDERLY, active gentleman, recently disposed of business, desires situation as Dispenser-Book-keeper, Branch Manager, Superintendent or similar; living accommodation preferred; moderate salary. 18 Wigley Road, Humberstone, Leicester.

**E** XPERIENCED all-round Assistant; Unqualified (46); tall; used to staff control; well recommended. Haigh, 34 Bulwer Street, Shepherd's Bush, W.12.

**E** XPERIENCED Senior; used to Management, West End and suburban; free; permanent or locum. "M.P.S.," 152 Sutherland Avenue, Maida Vale, W.9.

**E** XPERIENCED Woman Pharmacist requires part-time relief work; free Fridays, Saturdays, some evenings; S.W. London preferred. M.P.S., 20/33, Office of this Paper.

**H** ALL Dispenser, experienced, with matriculation, desires temporary or permanent post, Doctor, Chemist, etc. 27 Street Lane, Leeds, 8.

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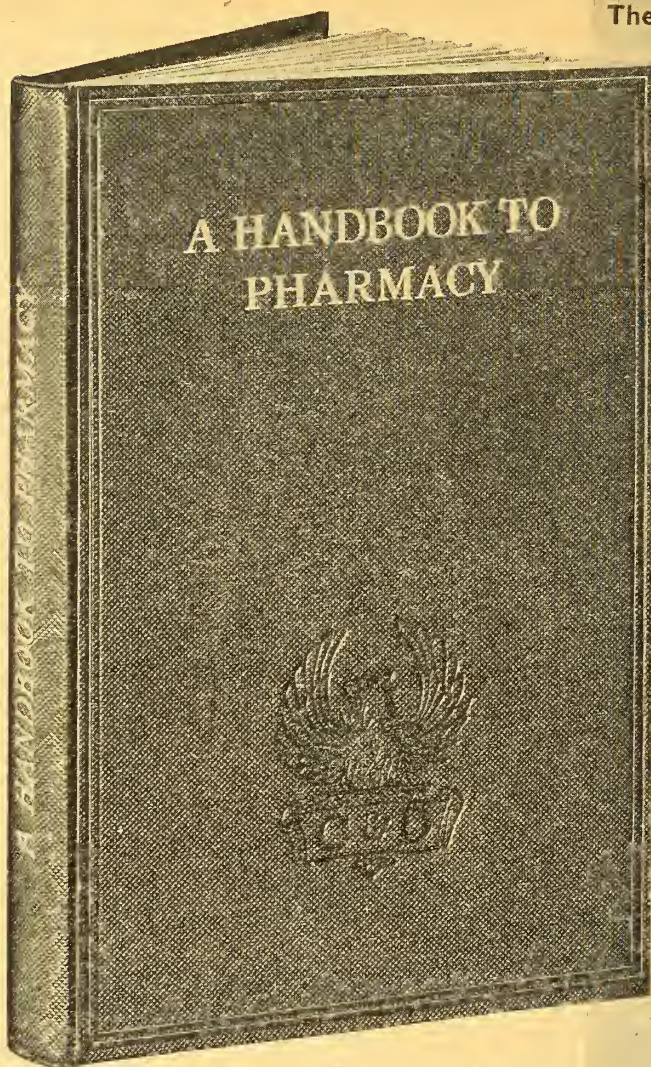
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